

OVERSEAS NEWS

Socialists cast off an embarrassment

Paul Betts examines a casualty of France's insider trading scandal

THE Pechiney-Triangle insider trading scandal claimed its first major victim yesterday with the resignation of Mr Alain Bouhili...

an increasing embarrassment for Mr Bérégovoy and the French socialist government...

encouraging the French nationalised aluminium group to take over the American National Can subsidiary...

Mr Bouhili had not been Mr Bérégovoy's first choice for "directeur de cabinet"...



Roger Fauroux criticised Bouhili role



Pierre Bérégovoy embarrassed by allegations

of the Société Générale raid did little to enhance his standing inside the ministry...

cial, nor a proletarian, nor a "grand bourgeois", nor a member of the influential French finance inspectorate...

Swedes abandon public sector pay limits

By Robert Taylor in Stockholm

THE SWEDISH Government has abandoned its policy of capping public sector pay rises...

in financial support for the schools. The Swedish media also joined in the controversy...

Sakharov hits at election procedures

HUMAN rights activist Andrei Sakharov said yesterday that leaders of the Soviet Academy of Sciences were unbecomingly rejecting him...

US withdraws Thai import concessions

By Peter Ungphakorn in Bangkok

PRESIDENT Ronald Reagan, on his final full day in office, withdrew import duty concessions from eight Thai products...

Bonn officials dissatisfied with intelligence service

By David Goodhart in Bonn

WEST GERMAN Government officials have reportedly expressed their dissatisfaction with the work of the Federal Intelligence Service (BND)...

Thatcher's trip to include Morocco and Sudan

By Michael Holman and Francis Ghiles

MRS Margaret Thatcher's second visit to Africa was announced yesterday by Downing Street...

Shamir and PLO spurn Rabin plan

By Andrew Whitley in Jerusalem

PROPOSALS by Mr Yitzhak Rabin, Israeli Defence Minister, for free elections in the occupied territories...

Brazil expresses fears over reserves

By Stephen Fidler, Euromarkets Correspondent

BRAZIL'S chief foreign debt negotiator, Mr Sergio Amoral, underlined yesterday the concern of the Government with the level of its foreign reserves...

Global health plan

THE World Health Organisation (WHO) has agreed to spend 13.5 US cents per year for every person in the world over the next two years to raise global health standards...

Pakistan presses for Afghan compromise

By Christina Lamb in Islamabad

PAKISTAN'S military intelligence is likely today to put pressure on the Afghan guerrilla leaders to reach an accommodation with the Soviet Union...

Tibetan to die

A Tibetan arrested at the violent pro-independence riot in Lhasa last March has been sentenced to death for the killing of a policeman...

Albanian offer

Hardline communist Albania, which did not attend the European security conference in Vienna, offered yesterday to host a Balkan foreign ministers meeting next year...

Fatal Tamil ambush

Militant Tamils yesterday ambushed a Sri Lankan Army convoy in the northwest province, killing seven people...

Japan's fashion buyers take to British style

Michiyo Nakamoto reports on the success of exporters at a Tokyo show

BRITISH companies may have difficulty selling their cars, machinery and other manufactured goods to Japan...

Mackinnon explained. "The response has been very encouraging. A group of petite Japanese women in discreetly elegant business suits...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Published by the Financial Times (Europe) Ltd., Frankfurt/Main, and as members of the Board of Directors...

FINANCIAL TIMES, US\$5 No 10660, published daily except Sundays and holidays...

FINANCIAL TIMES (Scandinavia) Ltd, Ostergade 44, Copenhagen, Denmark 1002

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...

Iran said yesterday that bandits, kidnappers, armed robbers and rapists would be executed within 10 days...



OVERSEAS NEWS

Soviet cut given guarded welcome by Nato chief

By David Goodhart in Bonn

THE SOVIET Union's decision to remove tactical nuclear weapons...

Speaking in Bonn a few hours after the Soviet announcement...

He strongly rejected the argument that Nato was losing credibility...

announcements, that Soviet forces had been organised for offensive operations...

The conventional stability talks, due to start in Vienna in March...

On the need for modernisation, which continues to divide the coalition...

He welcomed the INF treaty and expected further reductions in both conventional and nuclear forces...

He said it would be possible to go on cutting absolute numbers on both sides but, after a certain point, that might involve changing the Nato strategy...

Ghost of Jan Palach still haunts Czech regime

The self-immolation of a young student 20 years ago, in protest at Czech defeatism, led many to capitulate, argues Jan Schling

WHEN Jan Palach, a 30-year-old Czech student, set himself ablaze 20 years ago...

Czech politics in 1969 was a full of symbolism. There was a war of quotations from Lenin in the press of the time...

At the same time, the policy of "normalisation" was achieving the inevitable - the shift of power from the hands of those who opposed the invasion...

Jan Palach reacted to this situation and to what he saw as a slow capitulation and disintegration of the policies of the Prague Spring...

istic" policies. The forces of pro-Soviet collaborators (helped by the new realists) had already won...

Watching the funeral procession from the vantage point of Prague's National Museum...

At the same time, the policy of "normalisation" was achieving the inevitable - the shift of power from the hands of those who opposed the invasion...

Jan Palach reacted to this situation and to what he saw as a slow capitulation and disintegration of the policies of the Prague Spring...

Many of the people who grieved profoundly for his death used his sacrifice as an excuse to give up to accept the inevitable and to live under the "normalisation" policies...

the arguments was that "we must prevent more sacrifices and more casualties."

The sacrifice of Palach led to the capitulation of these people, many of whom were in a position of leadership...

At the same time, the policy of "normalisation" was achieving the inevitable - the shift of power from the hands of those who opposed the invasion...

Jan Palach reacted to this situation and to what he saw as a slow capitulation and disintegration of the policies of the Prague Spring...

Many of the people who grieved profoundly for his death used his sacrifice as an excuse to give up to accept the inevitable and to live under the "normalisation" policies...



Jan Palach: sacrifice hastened defeat

The subjugated nation, totally dependent on the Soviet Union and traumatised by its experience of the past 20 years...

Times, was a member of the radical wing of the Czech Communist Party. He left Czechoslovakia after the August 1968 Soviet invasion to study at the London School of Economics...

Minister quits in Austria

By Judy Dempsey in Vienna

MR KARL BLECHA, Austria's Interior Minister, resigned late on Thursday after allegations that he tried to block investigations of the sinking of a ship and an insurance fraud.

However, he will remain deputy chairman of the Socialist Party, the senior partner in the coalition government.

The timing of his resignation coincides with a parliamentary inquiry which opened this month to probe the crash of the Ecoloma, a freighter that exploded and sank in the Indian Ocean in 1977.

Subsequent reports alleged that a prominent Viennese linked to the Socialist party organised the sinking in order to claim insurance worth \$50m on the cargo.

The parliamentary inquiry is due to question other senior Socialist officials.

Head of Polish official unions predicts unrest

By Christopher Bobinski in Warsaw

THE HEAD of Poland's official unions (OPZZ), Mr Alfred Miodowicz, has warned of the prospect of significant industrial unrest in the near future...

He was speaking after the ruling Communist Party decided to open the way to make the opposition Solidarity union legal again...

At the same time, reports from Solidarity sources reaching Warsaw said a public transport strike had broken out in the northern town of Elblag.

Solidarity leaders are to meet this weekend at Gdansk, also in the north, to discuss its response to the official offer of talks on legal status.

Mr Miodowicz said he was not opposed to trade union pluralism but explained that the union's sudden change in policy on Solidarity, about which the OPZZ had not been consulted, would provoke protests among his members.



Miodowicz: Worried about defections over Solidarity

draft economic plans due to be voted on by parliament at the end of the month.

The official unions are demanding that wages growth keep pace with inflation and are against social spending cuts. Also, they have called on MPs to vote against accepting the budget in its present form...

Fear and hunger in Kabul

Robin Pauley on the Afghan capital's plight

AS the end of the Soviet occupation of Afghanistan approaches, fears are rising for the residents of Kabul who face the prospect of starvation as well as the possibility of a ferocious battle for control of the city.

Mr Vincent O'Reilly, UNICEF representative in the capital, said the food situation was deteriorating so quickly that an emergency relief effort was needed. His view was echoed yesterday by Dr Mahendra Shah, until recently a director in the Geneva office of the UN Co-ordinator for Humanitarian and Economic Assistance Programmes in Afghanistan...

The Soviet Union has offered \$600m towards the UN reconstruction fund for Afghanistan and Dr Shah said a sign of Moscow's sincerity could be given now if it were to deliver 80,000 tonnes of foodstuffs to Kabul immediately.

"The Kabul cereal food stocks are near depletion. It appears the usual imports of wheat from the Soviet Union were curtailed in the last four months. The 200 to 400 truck convoys, delayed on the Salang highway on the main route north from Kabul due to poor weather, only arrived in the capital during January 12 to 15. This convoy carried fuel, wheat and ammunition; from this less than 5,000 tons of cereals is likely to have been delivered to the central granary. This, with existing stocks in Kabul, now amounts to less than 30,000 tons of cereals which is below one month's minimum consumption by the civilian population in Kabul."

The population of Kabul has swelled from 1m to well over 2m during the nine-year Soviet occupation of Afghanistan. Unless a political compromise for the future government of the country can be worked out in the next few days by Moscow, the Afghan government and the Mujahideen resistance leaders, a major battle may be fought between the government's army and the resistance for control of Kabul once the Soviet troops have gone.

This would make communications even more difficult, further limiting food supplies. Food from Pakistan cannot get through because the Mujahideen control the section of the road from the Pakistan border to Jalalabad and are refusing to allow any supplies to pass. Once the Soviet troops have gone, the Mujahideen seem sure to take control of the Salang route, blocking supplies from the Soviet Union to Kabul. If they also take the airport, Kabul will be under siege with virtually no food stock.

Recent monitoring of prices of basic foodstuffs - such as bread, potatoes and meat - indicates a more than threshold increase during the last two or three weeks. If these trends continue, the urban population will have no means to purchase the necessary food, even if there is any available.

"The situation is extremely critical. (No major cereal imports are scheduled from the Soviet Union to Kabul in the next four weeks) and measures are required in a matter of days to mobilise action since any further delay would make it impossible to move and put in the minimum reserve stocks by February 15," said Dr Shah.

In fact, the situation may be even more critical as the current rate of withdrawal suggests the Soviet forces could be out as early as February 4 or 5.

There has been growing international anxiety about the very slow speed of UN aid measures through the appeal

headed by Prince Sadruddin Khan, which has so far attracted more fine words than hard cash. The aid effort remains disorganised and the prince's project still, at this late stage, without a properly co-ordinated base in Pakistan.

It has scarcely scratched the surface of either the food problem or another big difficulty vital to the future of Afghanistan: mine clearance. About 8m of the 15m Afghans are displaced - 3.5m in Pakistan, more than 2m in Iran and about 2.5m within Afghanistan. As these people and their flocks are resettled in their homeland, they will be in especial peril because the country is littered with an estimated 30m or more Soviet mines, some millions of which are butterfly bombs dropped from the air so there is no accurate knowledge of where they are. A massive and careful mine-clearance is necessary.

A further problem in Kabul is a serious fuel shortage. The Soviet forces continue to bring fuel for their departure down the Salang highway to Kabul but also draw on local stocks. Fuel hoarding has been reported and some parts of Kabul now have none at all.

"Special and immediate measures regarding fuel imports are essential for the highest priority needs, including emergency services which will be severely strained from February 15 onwards," Dr Shah said.

All the difficulties in Kabul apply to a lesser extent in the other urban areas such as Herat, Kandahar and Jalalabad. In the latter two cities they could lead to further exodus of refugees to Pakistan. However, that country is finding it increasingly difficult to feed its present Afghan refugees. Only two products are now being handed out - flour and oil.

Which company would you buy your pension from?

Table with 4 columns: COMPANY, 1st, 2nd, 3rd. Rows include Equitable Life, NPI, Prudential, Norwich Union, Friends Provident, Scottish Life, Scottish Widows, National Mutual, Scottish Equitable, Provident Mutual, Guardian Royal Exchange, Scottish Provident, Sun Alliance, Standard Life, Equity & Law, Scottish Amicable.

Since 1974, the authoritative financial journal Planned Savings has published surveys of money paid out by regular contribution with profits personal pension policies over 10, 15 and 20 years. The results, in the table above, we think speak for themselves. Out of a total of 27 tables published since 1974, The Equitable has been not

lower than 3rd on 22 occasions and never out of the top 10. No other company has come close to our record of achievement. Please remember, though, that past performance is not a guarantee of future performance. Call Aylesbury (0296) 26226 or write to The Equitable Life, FREEPOST, Walton

Street, Aylesbury, Buckinghamshire HP21 7BR if you would like further information by post or by telephone. Member of LAUTRO. Founded 1862. The Equitable Life. Before you look to your future, look to our past.

UK NEWS

BR Pension Fund to sell 25 Impressionist paintings

By Antony Thornicroft

THE BRITISH RAIL Pension Fund is selling the best of its Impressionist paintings acquired in the 1970s amid widespread criticism. The fund expects to raise up to £2m from the sale at Sotheby's on April 4 of the 25 paintings, compared with the £3.5m it paid for them a decade or more ago.

County Natwest and Warburg cut jobs

By David Barchard

COUNTY NatWest, the troubled investment arm of National Westminster Bank, has cut 28 jobs in County NatWest Wood Mackenzie, its equities market making operation. However, half the cuts will be from staff trading in the unlisted securities market.

Nader threatens campaign against Lloyd's

By Nick Bunker

MR RALPH NADER, the veteran US consumer rights advocate, denounced Lloyd's of London as "a financial cash-cow" yesterday and threatened the insurance market with a congressional campaign in Washington DC this year aimed at subjecting it to tight regulation.



Ralph Nader: criticised Lloyd's over safety attitude

Mr Nader, speaking at a press conference in London, said that Lloyd's was "almost a non-entity in terms of advocating stronger safety standards" and instead was campaigning in the US to reduce the rights of injured Americans to sue for compensation.

car-makers, Mr Nader said the attitude of Lloyd's "reminds me of early General Motors". Mr Nader was in London to address an American Trial Lawyers Association convention. The context for his remarks is a campaign by groups linked to Mr Nader to remove the US property/casualty insurance industry's partial exemption from anti-trust suits, to strictly control its pricing, and regulate reinsurers including Lloyd's.

The campaign's centerpiece is a huge federal anti-trust suit now under way in San Francisco against Lloyd's and some large US insurance companies, alleging that Lloyd's conspired to create the 1985-86 crisis by shutting off its supply of reinsurance to the North American market.

Court, called for 30 per cent cuts in insurance rates, close price regulation and the abolition of allegedly discriminatory practices.

Mr Nader said: "The wave of victory from Proposition 103 is spreading across the United States. Inevitably attention will focus on Lloyd's and other reinsurers."

Dismissing as "very unlikely" the idea that California judges would strike down Proposition 103 entirely, Mr Nader said that if they did so "we'll come back with a stronger one."

Japanese to build textile plant

By Alice Rawsthorn

TOOTAL, one of the larger UK textile groups, is joining forces with Kurabo Industries and Toyo Menka Kaisha of Japan to build a new £18m fabric finishing plant at Dundee in Scotland. The Dundee plant will be the first new fabric finishing plant to be built on a green-field site in the UK for many years.

Labour team to go to Moscow

By Michael Cassell, Political Correspondent

LABOUR'S efforts to formulate a new, non-nuclear defence policy will reach an important stage at the end of this month when a party delegation goes to Moscow for fact-finding talks with Soviet officials. The visit forms part of a series of overseas visits by leading Labour figures.

Pupils to get record of ability

By David Thomas, Education Correspondent

ALL SCHOOL-LEAVERS are to receive a detailed record of their achievements at school under plans announced by the Government yesterday. The new scheme is intended to give employers and parents a broader and more formal picture of pupils' abilities.

Graham Day to head Cadbury

By Lisa Wood

SIR GRAHAM DAY, chairman of Rover Group and a member of the British Aerospace Board, is to become non-executive chairman of Cadbury Schweppes, the soft drinks and confectionery group, upon the retirement of Sir Adrian Cadbury in May. Sir Graham, who was knighted in this year's New Year Honours, joined the board of Cadbury last year as a non-executive director.

Barlow Clowes savers to receive interim payment

By David Barchard

THE HIGH COURT yesterday ordered the go-ahead for an interim payment of £11m to 6,000 investors in Barlow Clowes Gilt Managers, the UK-based investment firm which collapsed last spring. Mr Justice Peter Gibson, sitting in London, approved the payment of 2p in the pound to people who invested through Midland Bank.

Channel 4 to seek revenue guarantee

By Raymond Snoddy

CHANNEL 4 intends to seek a financial safety net to give long-term protection to its role as a provider of innovative programming. The channel will tell the Government that Britain's new commercial television regulatory body, the Independent Television Commission, should guarantee a minimum base of revenue for it.

Piper Alpha inquiry schedule altered

By Lisa Wood

THE PUBLIC inquiry into the Piper Alpha oil platform disaster has had its schedule altered in order to consider whether 12,500 tons of twisted steel wreckage can be recovered from the seabed. Lord Cullen, who is leading the inquiry, took the decision to consider a report commissioned by Occidental Petroleum, operator of the platform, in response to requests brought by relatives of disaster victims.

Midlands jobs lost as Japanese give up contract

By Richard Tomkins, Midlands Correspondent

BIRMINGHAM MINT, the Midlands-based electronics and engineering company, is to shed 135 jobs following a decision by Sharp, the Japanese electronics group, not to renew a contract for pressings. A subsidiary of the group, Birmingham Mint Pressings, had a £3.5m a year contract to supply pressings for Sharp's micro-wave oven casings to Sharp's UK assembly plant in Wrexham.

Papers press ahead across the Channel

By Richard Tomkins, Midlands Correspondent

THREE MONTHS after The Guardian started printing its new international edition in Frankfurt, the newspaper has become a familiar feature on West German newsstands. Soon, its bright blue covers will be joined by other locally-produced UK titles. This month marks the tenth anniversary of the Frankfurt printing of the Financial Times. Mr Terry Denny, the FT's newspaper sales development director, said: "Many people said we were crazy at the time. Now we're being criticised for not having done it sooner."

Irish government grants loan to keep ferry going

By Kieran Cooke in Dublin

THE IRISH government has intervened to try to save a ferry service between Swansea and Cork which has run into severe financial difficulties. The Dublin government has made available an £500,000 (£400,000 interest-free loan to the privately owned Swansea Cork Ferries Company, in addition to an £500,000 grant already committed. An additional £600,000 to keep the ferry company operating is being raised from private suppliers and local authority grants in the Cork area.

Papers press ahead across the Channel

By Richard Tomkins, Midlands Correspondent

THE GUARDIAN started printing its new international edition in Frankfurt, the newspaper has become a familiar feature on West German newsstands. Soon, its bright blue covers will be joined by other locally-produced UK titles. This month marks the tenth anniversary of the Frankfurt printing of the Financial Times. Mr Terry Denny, the FT's newspaper sales development director, said: "Many people said we were crazy at the time. Now we're being criticised for not having done it sooner."

Papers press ahead across the Channel

By Richard Tomkins, Midlands Correspondent

THREE MONTHS after The Guardian started printing its new international edition in Frankfurt, the newspaper has become a familiar feature on West German newsstands. Soon, its bright blue covers will be joined by other locally-produced UK titles. This month marks the tenth anniversary of the Frankfurt printing of the Financial Times. Mr Terry Denny, the FT's newspaper sales development director, said: "Many people said we were crazy at the time. Now we're being criticised for not having done it sooner."

DG BANK Deutsche Genossenschaftsbank. Notice to the holders of DG BANK Deutsche Genossenschaftsbank N.Z.S. 75,000,000 16 1/2 per cent. Notes Due August 1990. NOTICE IS HEREBY GIVEN to the holders (the "Noteholders") of the above-mentioned Notes (the "Notes") that, at the Adjourned Meeting of the Noteholders convened by the Notice published in the Financial Times on December 16, 1988 and held on January 6, 1989, the Extraordinary Resolution set out in such Notice was duly passed.

UK NEWS

Rifkind launches forestry plan for central Scotland

By James Buxton, Scottish Correspondent
THE GOVERNMENT yesterday launched a project aimed at trebling the amount of woodland in one of the most scenic but unattractive parts of Scotland - the industrialised central belt between Glasgow and Edinburgh.

Filibuster delays move to alter law on abortion

By Ivor Owen, Parliamentary Correspondent
A FIVE-HOUR battle over procedural tactics ended in the Commons yesterday when the advocates of reforming the law on abortion suffered another reverse.

Sign of slowdown in consumer spending

By Ralph Atkins, Economics Staff
BUOYANT consumer spending continued into the last three months of 1988 but the underlying growth rate showed signs of slowing, according to official figures issued yesterday.

Universities offer 3 per cent rise to academics

By David Thomas, Education Correspondent
UNIVERSITY employers yesterday made a surprise attempt to end their pay dispute with academic staff by announcing a pay offer of 3 per cent.

Peugeot offers workforce 16% over two years

By Richard Tomkins, Midlands Correspondent
PEUGEOT Talbot, the Coventry volume car maker, has offered workers a two-year pay deal worth just under 16 per cent over two years.

Labour expected to press on with credit card plan

By Michael Cassell, Political Correspondent
LABOUR is next week expected to move a step closer towards establishing its own credit card for party members.

Government action urged to tackle heart disease

ACTION MUST be taken by the Government to curb heart disease, the leading cause of death in Britain, the Royal Society of Medicine said yesterday.

CEGB forecasts a fall in Hinkley Point emissions

By David Green
RADIOACTIVE emissions from the Hinkley Point nuclear power station site in Somerset will decrease over the next 15 years even if the proposed C station is built, according to evidence presented to the public inquiry yesterday.

Rise in wage levels fastest in three years

By John Gapper, Labour Correspondent
BASIC pay levels are now rising at 6.5 per cent a year, the highest level of increase for over three years, according to a new survey of pay trends.

Thatcher to visit Africa

By Michael Cassell
THE PRIME MINISTER is to tour four African states which she has not previously visited.

Island of liberty outlives its reputation as a refuge

James Blitz on issues raised by the Mendis case
MR VIRAJ MENDIS, the Sri Lankan who was deported from Britain yesterday, is the latest in a long line of refugees from that country to be sent home.



Viraj Mendis: latest refugee to be sent home

DES accused of inaccurate estimates

By David Thomas, Education Correspondent
THE GOVERNMENT is grossly under-estimating the likelihood of teacher shortages in key subjects, a leading expert on the problem said yesterday.

Lloyds to review pay supplements

By Michael Smith, Labour Staff
LLOYDS Bank is to launch a wide-ranging review of territorial pay allowances for staff following a series of demands from unions to increase the regional pay supplements.

Call for social clause in European banking plans

EUROPEAN proposals to create a single market for banking give scant consideration to the interests of employees, a conference on 1982 was told yesterday.

Table with columns: High Low, Company, Price, Change, Dividend, Yield, P/E. Includes entries for Am. Intl. Ind. Co., Am. Intl. Ind. Co., etc.

I.G. INDEX LTD, 9-11 GROSVENOR GARDENS, LONDON SW1W 0BD
Tel: 01-828 2233/5679 Reuters CODE: IGIN, IGI0

Handwritten Arabic text at the top of the page.

MARKET STATISTICS

ECONOMIC DIARY

TODAY: Indian state assembly elections. MONDAY: European Council meets in Brussels. Engineering industry pay talks. ARC Properties makes statement on Cost of the Green Belt Report. Lords gives second reading to the Companies Bill. TUESDAY: Building Societies monthly figures (December). Confederation of British Industry publishes industrial trends survey (January). Mrs Virginia Bottomley, Environment Minister, and Norman Fowler, Employment Secretary, attend local government finance national symposium at Kensington and Chelsea Town Hall. WEDNESDAY: New construction orders (November). Bricks and cement production and deliveries (fourth quarter-provisional) US budget statement (November). Irish budget. Mr Nigel Lawson, Chancellor of the Exchequer, addresses Institute for International Affairs on European financial area. Mr Satoshi Sumita, Bank of Japan Governor, to make statement. Mr John Baker, managing director of the CEBG and chief executive designate of National Power, to address senior managers. Labour Party national executive meets in London. THURSDAY: Energy trends (November). US durable goods (December). French trade figures (December). Japanese industrial production figures (December). World economic forum opens in Davos (until February 1). International conference on the dumping of toxic waste in Dakar (until January 27). FRIDAY: Engineering sales and orders at current and contract prices (November). Balance of payments (current account and overseas trade figures (December)). Quarterly house purchase finance statistics (fourth quarter).

EUROPEAN OPTIONS EXCHANGE

Table showing European Options Exchange data with columns for Stock, Vol, Last, Bid, Ask, and Stock price.

BANK RETURN

Table showing Bank Return data for various banks and categories like Capital, Public Deposits, and Assets.

Table showing Bank Return data for various banks and categories like Capital, Public Deposits, and Assets.

BASE LENDING RATES

Table showing Base Lending Rates for various banks and currencies.

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

Large table showing FT-Actuaries Share Indices for various equity groups and sub-sections, including indices for 1988/89 and 1987/88.

FIXED INTEREST

Table showing Fixed Interest rates for various terms and currencies, including British Government and other securities.

Advertisement for Pacific Growth Fund, including details about the fund's performance and investment strategy.

Large advertisement for 'THUMB THROUGH 50,000 PAGES OF THE FINANCIAL TIMES IN 3.9 SECONDS' featuring the PROFILE Information service.

Advertisement for 'East European Markets' newsletter, highlighting its focus on Eastern European business and economic news.

INTERNATIONAL COMPANIES AND FINANCE

Imperial Oil pays \$4.15bn for Texaco Canadian unit

By James Buchan in New York and David Owen in Toronto

EXXON, the world's largest oil company, is paying \$4.15bn for Texaco's Canadian oil and gas business in a deal that could transform the Canadian energy industry.

foreign-controlled Canadian company from taking over the unit, provided that 22 per cent of the company remained in domestic hands.

believed to have been of similar magnitude, with Imperial getting the nod by offering fuller financing and a higher cash component.

Tabacalera chief takes over at Telefonica

By Peter Bruce in Madrid

THE SPANISH Cabinet last night appointed Mr. José Velázquez-Gastelú, 52, the new president of Telefonica, with a brief to try to bring the telephone company's basic services to order as quickly as possible.

Going under Down Under

Bruce Jacques and Dai Hayward on the downfall of Equitcorp

The lengthening queue of Australasian corporate casualties since the October 1987 stock markets crash was joined yesterday by Equitcorp International, which under Mr Allan Hawkins, a New Zealand entrepreneur, was one of the region's most aggressive boom-time investors.



Allan Hawkins: problems in selling New Zealand Steel

accord excluded NZ Steel, which Nylax did not want. Mr Hawkins undertook to find a buyer and make strenuous efforts to do so, attracting interest but no firm deal.

Beytout quits Les Echos

By Raymond Snoddy

MRS Jacqueline Beytout, resigned yesterday as president of Les Echos, the French financial daily now controlled by Pearson.

cessor was found. He gave undertakings at a staff meeting at Les Echos not only about the paper's editorial independence but also that both the president and editor would be French.

sean, the managing director she appointed three years ago, were increasingly strained. "She wouldn't allow the management to run the business, she kept on interfering," Mr Barlow said yesterday.

Telefonica, which made estimated net profits of more than Ptas60bn (\$813m) last year against Ptas35bn in 1987, is the most widely traded Spanish company in foreign stock markets.

Spotlight falls on twin UK holdings

The appointment of a provisional liquidator at Equitcorp raises questions over the ownership of the two UK listed companies, GFG and Guinness Mahon Holdings.

split into two separate stakes. The amount of the loan outstanding is just under \$100m. Equitcorp's liquidation move means that the banks now become owners of the two stakes, and last night they were preparing to find buyers for them.

leading London insurance broker, and Forstmann-Leff, a New York fund management company. It also owns a substantial amount of cash from the sale of Aviation, the world's largest aircraft leasing company.

of the Bank of England: under the terms of the Banking Act no one may own more than 15 per cent of a UK registered bank without the Bank's consent.

WEEKLY PRICE CHANGES table with columns for Latest prices, Change on week, Year, High, Low

LONDON METAL EXCHANGE table with columns for Close, Previous, High/Low, AM Official, Carb close, Open Interest

US MARKETS table with columns for Close, Previous, High/Low

Chicago table with columns for Close, Previous, High/Low

SPOT MARKETS table with columns for Close, Previous, High/Low

POTASSIUM table with columns for Close, Previous, High/Low

LONDON BILLION MARKET table with columns for Close, Previous, High/Low

COFFEE table with columns for Close, Previous, High/Low

INTL COMPANIES

Jardine settles part of Bear Stearns suits

By John Elliott in Hong Kong

JARDINE Strategic Holdings of Hong Kong yesterday announced a partial settlement in principle of the lawsuits which followed its decision in 1987 to cancel an agreement to buy 50 per cent stake in Bear Stearns...

Allianz to sell stake in MBB to Daimler-Benz

By Our Financial Staff

ALLIANZ, West Germany's largest insurance group, has agreed to sell its 45 per cent stake in Messerschmitt-Bölkow-Blohm (MBB)...

Sun Microsystems races ahead in second quarter

By Louise Kehoe in San Francisco

SUN MICROSYSTEMS, the California-based computer workstations group, more than doubled net income and hoisted revenues by over 90 per cent in the second quarter...

US QUARTERLY RESULTS

RALSTON PURINA, the broad-based food and feed producer, went ahead in the first quarter, hitting net profit from continuing operations of \$131.6m or 84 cents...

LEGAL NOTICES

NOTICE IS HEREBY GIVEN that a Petition was on 10th December 1988 presented to the Hon. Mr Justice in the High Court of Justice for the winding up of a company...

FOREIGN EXCHANGES

Dollar falls on intervention

CENTRAL BANKS yesterday reinforced their determination to try and control the dollar's recent rise by making another round of co-ordinated intervention in currency markets...

Aggressive intervention by central banks on Thursday and a rise in European interest rates the same day managed to curtail the dollar's rise but failed to extinguish the bullish undertone behind the recent improvement...

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname, Guyana, Suriname.

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname.

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname.

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname.

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname.

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname.

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname.

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname.

CURRENCIES, MONEY AND CAPITAL MARKETS

defined M0 rose by 0.9 p.c. in December, compared with a median forecast of 0.6 p.c., while M4 bank lending increased by 2.7bn over the same period, again more than the market had expected...

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname.

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname.

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname.

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname.

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname.

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname.

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname.

Table with columns: Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1. Rows: US, UK, West Germany, France, Italy, Spain, Portugal, Greece, Ireland, Belgium, Netherlands, Luxembourg, Denmark, Austria, Switzerland, Japan, Korea, Taiwan, Hong Kong, Singapore, New Zealand, Australia, Canada, Mexico, Brazil, Chile, Argentina, Peru, Colombia, Venezuela, Ecuador, Bolivia, Paraguay, Uruguay, Cuba, Haiti, Dominican Republic, Jamaica, Barbados, Guyana, Suriname, Guyana, Suriname.

LONDON TRADED OPTIONS

Large table containing various financial data including LONDON TRADED OPTIONS, EURO-CURRENCY INTEREST RATES, FT INTERBANK FIXING, MONEY RATES, and LONDON MONEY RATES. It includes columns for different currencies and interest rates over time.

WORLD STOCK MARKETS

NEW YORK (3 pm)

Table of New York stock market data including company names and prices.

Table of New York stock market data including company names and prices.

Table of New York stock market data including company names and prices.

Table of New York stock market data including company names and prices.

Table of New York stock market data including company names and prices.

Table of New York stock market data including company names and prices.

Table of New York stock market data including company names and prices.

Table of New York stock market data including company names and prices.

Table of New York stock market data including company names and prices.

Table of New York stock market data including company names and prices.

Table of New York stock market data including company names and prices.

Table of New York stock market data including company names and prices.

NEW YORK DOW JONES

Table showing Dow Jones index values for various sectors and dates.

INDICES

Table showing various stock market indices and their values.

CANADA (3 pm)

Table of Canadian stock market data including company names and prices.

FINLAND

Table of Finnish stock market data including company names and prices.

FRANCE

Table of French stock market data including company names and prices.

GERMANY

Table of German stock market data including company names and prices.

NEW YORK STOCKS

Table of New York stock market data including company names and prices.

SWITZERLAND

Table of Swiss stock market data including company names and prices.

SWEDEN

Table of Swedish stock market data including company names and prices.

NETHERLANDS

Table of Dutch stock market data including company names and prices.

NETHERLANDS

Table of Dutch stock market data including company names and prices.

NETHERLANDS

Table of Dutch stock market data including company names and prices.

Small text at the bottom of the page providing additional market information and disclaimers.

Handwritten text at the bottom center of the page.

WORLD STOCK MARKETS

AMERICA Inauguration and dollar setback unsettle equities

Wall Street

A SHARP decline in the dollar prompted in part by central bank intervention, caused a retreat in the US bond market and halted the rally in equity prices on Wall Street, writes Anatole Kalotay in New York.

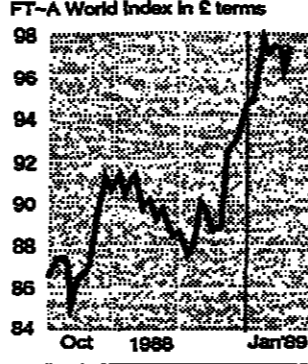
With the dollar retreating on the foreign exchanges, the Treasury's benchmark long bond fell by 1/8% to 103 1/8, to yield 8.875 per cent.

Texas saw good gains after it announced the sale of Texaco Canada to a subsidiary of Exxon for \$4.1bn. Texaco rose 1 1/2% to \$55 1/4, while Exxon declined by 1/4% to \$44 1/4.

French toast yet another vintage month Takeover activity and good liquidity lie behind the gains, writes George Graham

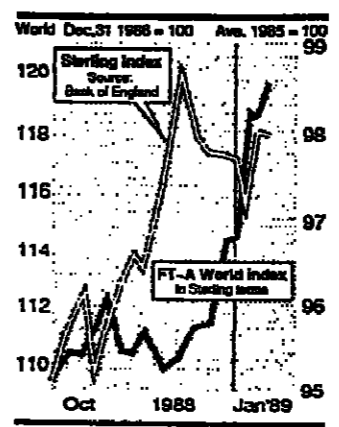
WITH A 10 per cent rise in the first settlement month of the year, the Paris stock market seems to be well set to continue the pattern of the past 12 months, during which the CAC General Index has climbed by over 70 per cent in an almost unbroken rise.

France



The picture may change over the course of the year, however, as rising interest rates are likely to attract savings back to bond and money market investments.

stimulus to the market last week by announcing a 60 per cent rise in net profits to FF4bn, comfortably outstripping most analysts' forecasts, which centred around the FF3.5bn level.



As for Peugeot's 4.5 multiple, Paris stockbrokers are now too embarrassed to talk about it. St Gobain and Peugeot produce profits respectively twice and three and a half times as high as LVMH, but the latter's market capitalisation is 20 per cent higher than the other two.

exchange watchdog. The COB might be thought to have quite enough of a workload, with the investigation into insider trading just before the purchase by the state-owned aluminium company Pechiney of American National Can, the US packaging group - even though it has decided not to enquire into alleged insider dealings surrounding Societe Generale, the privatised bank which has been the target of a market assault by a group of investors led by Mr Georges Peberau.

ASIA PACIFIC

Nikkei trims losses after rate fears trigger decline

Tokyo

THE prospect of a global rise in interest rates following the moves of several West European banks to increase their key rates, kept investors wary and sent share prices tumbling yesterday, writes Michiko Nakamoto in Tokyo.

that had risen on the theme of the triple merits of a strong yen, low interest rates and low oil prices, now that the three have reversed directions.

that it has been approached by other companies interested in the Sini On Centre. Jardine Matheson Holdings was the third most active stock of the session, easing 20 cents to HK\$17.40.

EUROPE

Daimler depression drives Frankfurt lower

THE WEEK ended on a mixed note in Europe, with German shares hit by a sell-off in Daimler but Stockholm pursuing its strong gains, writes Our Markets Staff.

AMSTERDAM recovered from a weak start to end stronger on the day after overcoming a fall in the dollar and worries that the expiry of January options would weigh on stock prices.

chem, up L130 at L2,230 after being suspended for excessive gains amid reports that Enimont would seek a merger with it.

0.72 at \$58.13. Volume was estimated at under FF2bn. MADRID fell on profit-taking for the second straight session, with the general index off 1.73 at 282.

FT-ACTUARIES WORLD INDICES

Table with columns for National and Regional Markets, Thursday January 19 1989, Wednesday January 18 1989, and Dollar Index. Rows include Australia, Austria, Canada, Denmark, Finland, France, Germany, Hong Kong, Ireland, Japan, Malaysia, Mexico, Netherlands, New Zealand, Norway, Singapore, South Africa, Spain, Sweden, Switzerland, USA, and various regional indices like Europe, Pacific Basin, Euro-Pacific, etc.

Advertisement for 'Right Now Resident Abroad' magazine. Text includes: 'Right Now Resident Abroad is the expatriate's wisest investment', 'Living overseas you need good, independent advice to help you make the most of your money.', 'Tax - Every month we untangle the complications and show you how to keep your money safe from the pillages of the taxman.', 'Investment - Sound guidance is worth a lot. Your investment in Resident Abroad is repaid handsomely with up-to-the-minute analyses of the savings and money-spinning opportunities available to expatriates.', 'The Future - Resident Abroad helps you to plan ahead - property, schools, career, retirement, leisure time. Build on the perks you now get; set up a nest egg; forward buy the things you'll need.', 'Guarantee of Satisfaction - If you decide to become a full subscriber, you are protected by a Money Back Guarantee. Should you decide to cancel at any time, the unexpired portion of your subscription will be refunded in full.'

Base values: Dec 31, 1988 = 100; Finland: Dec 31, 1987 = 115.037 (US \$ Index), 90.791 (Pound Sterling) and 94.94 (Local); Nordic: Dec 30, 1988 = 139.62 (US \$ Index), 114.42 (Pound Sterling) and 123.12 (Local).

LONDON STOCK EXCHANGE

Equities close the week in fine style

THE UK equity market ended a triumphant week in good style yesterday, closing firmly with turnover at a new post-Crash high of 903.2m.

Account Dealing Dates: West Dealings: Jan 19, Jan 20, Jan 23. Open Dealings: Jan 19, Jan 20, Feb 6.

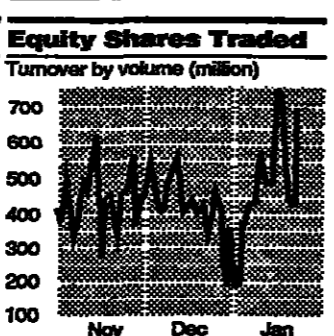
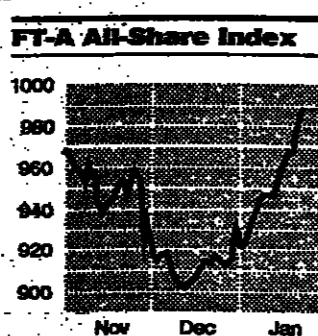
which left the FT-SE index a further 6.7 ahead at 1917.5, was the more impressive in view of potentially negative factors in the marketplaces.

burg Securities announced 15 redundancies among its Euro-bond staff. Yet despite this and the slightly unsteady bank lending figures, equities reversed an early fall of seven points on the Footsie, and were showing a similar gain until the pace slackened.

return to the best levels of 1988. While some chart analysts see no further market hurdle ahead before FT-SE 1950, others warn of over-confidence. "We don't see the authorities conceding a base rate cut until the Retail Price Index begins to fall," commented John Reynolds at Prudential-Bache.

Standard stake is the key

The predicted withdrawal of Rodomaco's bid for Hamamson produced the expected slide in the UK group's shares, leaving the market to reflect on what Standard Life will do with its 28.8 per cent stake.



Myer, widely mentioned as a likely bidder, Mr. Louis Sherwood, the chief executive of Gateway, said late yesterday: "I cannot comment on the story in 'Supermarketing' because I know nothing about KKR being seen on our premises but, as I have already said, there is no truth whatsoever in the buy-out rumours."

lysts took the view that STC would be more interested in European joint ventures in the computer business. STC shares have raced up over the past week when it became clear that the group was not to be involved in the consortium that Lazard's attempted to put together to bid for GEC.

with turnover reaching 4.6m; BZW has lowered its profits forecast for Lloyds for the current year from £86m to £97m and that of Midland from £700m to £665m.

Dealers reported some jockeying for positions in the electronics market after a major programme trade was revealed by the overnight ticker. The biggest activity was seen in British Telecom where some 17m shares changed hands.

nary, reaching the massive total of 85m yesterday. Overseas buyers showed even greater appetite and, with the domestic institutions also making a big presence, the partly-paid shares moved to the highest level yet of 88 1/2p.

Confirmation of the share exchange offer from First Technology up 10 at 40 1/2p, raised Ricardo 13 to 136p. CHI Industrials has irrevocably undertaken to accept the offer in respect of its stake which, with certain other shareholders, amounts to 18 per cent, and its shares gained 6 to 12 1/2p.

The position of US investment houses Goldman Sachs and its 1.5 per cent stake built up this week was also widely discussed among marketmakers. One dealer thought that there was nothing sinister in Goldman's stake: "I think they took the stock on as a risk arbitrage - as they have done before - and simply got it wrong."

STC provided the electronics sector with its latest big story as speculation spread that the company was about to sell its ICL computer business to Italian group Olivetti. The rumours triggered a sharp advance in STC's shares which reached 30 1/2p before coming off quickly to close a net 9 higher at 30 3/4p on turnover of 7m.

Smiths Industries caught the eye with an unusually sharp rise of 10 to a year's peak of 261p. Marketmakers spoke of stock shortages and pointed to the trading volume which was relatively low at 1.4 shares. Bid speculation took stronger hold in Henry Boot, up 39 at 44 1/2p and in Evershed, 8 firmer at 131p, while British Island Airways jumped 37 to 138p after revealing a number of bid approaches.

turnover of 8.4m, eased a fraction to 207 1/2p, with traders expecting the shares to perhaps track the performance of the FT-SE after the bid hopes from the Metson group came to nothing. Flessey, on the other hand moved up 5 more to 245p on turnover of 6.5m - "the talk of Thomson-CSF is underpinning the shares and the speculators have been in again" one dealer noted.

Investors continue to shy away from the financial services sector although several stocks now warrant attention. Mr Philip Gibbs of CI-Alexander Laing & Cruickshank highly rates Templeton, Galbraith & Hausberger, saying group funds under management are now close to an all-time peak of \$14bn and could reach \$18bn by the year end but the share price is less than half its peak level.

Gateway still open: Gateway Corporation kept up its high-octane performance of the past week as turnover rose to 8.2m shares and the stock climbed 7 1/2 to 179p in busy trading. This latest burst of buying was prompted by a change in the trade magazine, 'Supermarketing', that executives from US leveraged buy-out specialists, Kohlberg Kravis Roberts (KKR), had been sighted at Gateway's headquarters in Milton Keynes.

NEW HIGHS AND LOWS FOR 1988/89: NEW HIGHS: BHP Billiton (1) 282.5, British Airways (1) 138, British Telecom (1) 261, British Steel (1) 138, British Sugar (1) 138, British Water (1) 138, British Airways (1) 138, British Telecom (1) 261, British Steel (1) 138, British Sugar (1) 138, British Water (1) 138.

NEW LOWS: British Airways (1) 138, British Telecom (1) 261, British Steel (1) 138, British Sugar (1) 138, British Water (1) 138, British Airways (1) 138, British Telecom (1) 261, British Steel (1) 138, British Sugar (1) 138, British Water (1) 138.

RISES AND FALLS: On Friday: British Funds: 63, 53, 15, 339, 157, 59. On the week: British Funds: 40, 14, 1, 26, 82, 25, 138.

LEADERS AND LAGGARDS: Percentage changes since December 30 1988 based on Thursday January 19 1989. Agencies: +9.18, All Share Index: +6.37, Consumer Group: +6.35, Leisure: +6.01, Chemicals: +5.78, Motors: +5.69, Publishing & Printing: +5.50, Insurance/Composite: +5.46, Telephone Networks: +5.42, Electronics: +5.24, Food Retailing: +4.87, Media & Mass Publishing: +4.55, Oil & Gas: +4.52, Insurance/Brokerage: +4.47, Publishing & Printing: +4.45, Property: +3.85, Merchant Banks: +3.48, 500 Shares Index: +2.74, Industrial Group: +0.67.

COMMODITIES: PERU CONTINUED to be the main focus of attention in the London Metal Exchange this week as fears of a renewed miners' strike drove zinc prices to fresh records and sparked a rally in the copper market.

while news of the settlement of a 10-day strike at Outokumpu's 150,000-tonnes-a-year Kokkola smelter in Finland was hailed as a relief.

Ivory Coast's sale of 400,000 tonnes of beans to Sucrex at Denree, the Paris trade house. They said the deal would not make the delegates' task any easier.

Locate in Scotland: A CIVIL servant is to be the next director of LOCATE IN SCOTLAND, the government organisation which attracts inward investment to Scotland.

GRE chief executive designate: Mr Sidney A. Hopkins (above) is to become deputy chief executive at GUARDIAN ROYAL EXCHANGE from February.

WEEK IN THE MARKETS

Peru strike fears dominate metals

PERU CONTINUED to be the main focus of attention in the London Metal Exchange this week as fears of a renewed miners' strike drove zinc prices to fresh records and sparked a rally in the copper market.

while news of the settlement of a 10-day strike at Outokumpu's 150,000-tonnes-a-year Kokkola smelter in Finland was hailed as a relief.

Ivory Coast's sale of 400,000 tonnes of beans to Sucrex at Denree, the Paris trade house. They said the deal would not make the delegates' task any easier.

Locate in Scotland: A CIVIL servant is to be the next director of LOCATE IN SCOTLAND, the government organisation which attracts inward investment to Scotland.

APPOINTMENTS

Locate in Scotland: A CIVIL servant is to be the next director of LOCATE IN SCOTLAND, the government organisation which attracts inward investment to Scotland.

GRE chief executive designate: Mr Sidney A. Hopkins (above) is to become deputy chief executive at GUARDIAN ROYAL EXCHANGE from February.

Conder Group reorganisation: Mr R.J. Lowery, managing director, Conder Structures; Mr A.F.J. Russell, director, Conder Services; special projects; Mr A.E. Strang, managing director, IEI; and Dr F.J. Whitehead, group technical director, and a director of the main construction, cladding and curtain walling subsidiaries, are all stepping down from the main board of CONDER GROUP.

up a separate board for it under Mr Ian Lang, the Scottish Industry Minister. Mr Frizell, who is 42, began his career as an economist in the private sector. He has worked in the Scottish Office and in the office of the United Kingdom permanent representative in Brussels. Locate in Scotland has appointed Mr David Brown as executive director to head its London operation. He returns from running the Scottish Development Agency's operations in the east coast of the US. Locate in Scotland has a good reputation for successfully attracting overseas companies to establish plants in Scotland. It is reckoned to have brought more than 22.5bn worth of inward investment creating or safeguarding 50,000 jobs since 1981.

FINANCIAL TIMES STOCK INDICES

Table with columns for Jan 20, Jan 19, Jan 18, Jan 17, Jan 16, Jan 15, Jan 14, Jan 13, Jan 12, Jan 11, Jan 10, Jan 9, Jan 8, Jan 7, Jan 6, Jan 5, Jan 4, Jan 3, Jan 2, Jan 1, 1988/89, High, Low, Close, Commitment.

TRADING VOLUME IN MAJOR STOCKS

Table with columns for Stock, Value, Change, Buy, Sell, Net, Stock, Value, Change, Buy, Sell, Net.

BENCHMARK GOVERNMENT BONDS

Table with columns for UK GILTS, US TREASURY, JAPAN, GERMANY, FRANCE, CANADA, NETHERLANDS, AUSTRALIA.

COMMODITIES

PERU CONTINUED to be the main focus of attention in the London Metal Exchange this week as fears of a renewed miners' strike drove zinc prices to fresh records and sparked a rally in the copper market.

WEEK IN THE MARKETS

Peru strike fears dominate metals

PERU CONTINUED to be the main focus of attention in the London Metal Exchange this week as fears of a renewed miners' strike drove zinc prices to fresh records and sparked a rally in the copper market.

APPOINTMENTS

Locate in Scotland: A CIVIL servant is to be the next director of LOCATE IN SCOTLAND, the government organisation which attracts inward investment to Scotland.

FT UNIT TRUST INFORMATION SERVICE

Current Unit Trust Prices are available on FT Cityline. To obtain your free Unit Trust Code Booklet ring the FT Cityline help desk on 01-925-2128

AUTHORISED UNIT TRUSTS

Table listing various unit trusts such as Abbey Unit Trust, Abnig Unit Trust, and others, including their respective managers and details.

Table listing unit trusts such as Accord Management Ltd, Aegon Unit Trust, and others, including their respective managers and details.

Table listing unit trusts such as Alliance Unit Trust, Alltech Unit Trust, and others, including their respective managers and details.

Table listing unit trusts such as Alliance Unit Trust, Alltech Unit Trust, and others, including their respective managers and details.

Table listing unit trusts such as Alliance Unit Trust, Alltech Unit Trust, and others, including their respective managers and details.

Table listing unit trusts such as Alliance Unit Trust, Alltech Unit Trust, and others, including their respective managers and details.

Table listing unit trusts such as Alliance Unit Trust, Alltech Unit Trust, and others, including their respective managers and details.

Table listing unit trusts such as Alliance Unit Trust, Alltech Unit Trust, and others, including their respective managers and details.

GUIDE TO UNIT TRUST PRICING. METAL CHARGES. This table explains the various charges associated with unit trusts, including metal charges, and provides a guide to unit trust pricing.

Handwritten text at the bottom of the page: محمد احمد التمهيل

FT UNIT TRUST INFORMATION SERVICE

Current Unit Trust Prices are available on FT Cityline. To obtain your free Unit Trust Code Booklet ring the FT Cityline help desk on 01-925-2128

Main table containing unit trust information with columns for Name, Price, Yield, and other financial metrics. The table is organized into multiple columns and rows, listing various investment funds and their performance data.

BERMUDA AUTHORISED

OFFSHORE INSURANCES

JERSEY AUTHORISED

OFFSHORE AND OVERSEAS

GUERNSEY AUTHORISED

LOM AUTHORISED

Handwritten signature or note at the bottom center of the page.

FT UNIT TRUST INFORMATION SERVICE

LONDON SHARE SERVICE

Table of FT Unit Trust Information Service, listing various unit trusts with columns for Name, Type, and other details.

Table of London Share Service, including sections for British Funds, Foreign Bonds & Rails, and Americans, with columns for Name, Price, and other details.

Table of Money Market Trust Funds, listing various trust funds with columns for Name, Price, and other details.

LONDON SHARE SERVICE

• Latest Share Prices are available on FT Cityline. To obtain your free Share Code Booklet ring the FT Cityline help desk on 01-926-2128

AMERICANS—Contd. Table with columns for stock names and prices.

CANADIANS. Table with columns for stock names and prices.

BANKS, HP & LEASING. Table with columns for stock names and prices.

Hire Purchase, Leasing, etc. Table with columns for stock names and prices.

BEERS, WINES & SPIRITS. Table with columns for stock names and prices.

BUILDING, TIMBER, ROADS. Table with columns for stock names and prices.

BUILDING, TIMBER, ROADS Contd. Table with columns for stock names and prices.

CHEMICALS, PLASTICS. Table with columns for stock names and prices.

DRAPERY AND STORES. Table with columns for stock names and prices.

BUILDING, TIMBER, ROADS. Table with columns for stock names and prices.

ELECTRICALS. Table with columns for stock names and prices.

ELECTRICALS. Table with columns for stock names and prices.

ELECTRICALS. Table with columns for stock names and prices.

ENGINEERING. Table with columns for stock names and prices.

ENGINEERING—Contd. Table with columns for stock names and prices.

ENGINEERING—Contd. Table with columns for stock names and prices.

ENGINEERING—Contd. Table with columns for stock names and prices.

INDUSTRIALS (Misc.) Table with columns for stock names and prices.

INDUSTRIALS (Misc.)—Contd. Table with columns for stock names and prices.

INDUSTRIALS (Misc.)—Contd. Table with columns for stock names and prices.

INDUSTRIALS (Misc.)—Contd. Table with columns for stock names and prices.

INDUSTRIALS (Misc.)—Contd. Table with columns for stock names and prices.

INDUSTRIALS (Misc.)—Contd. Table with columns for stock names and prices.

INDUSTRIALS (Misc.)—Contd. Table with columns for stock names and prices.

INDUSTRIALS (Misc.)—Contd. Table with columns for stock names and prices.

INDUSTRIALS (Misc.)—Contd. Table with columns for stock names and prices.

Handwritten text at the bottom of the page.

Handwritten Arabic text at the top center of the page.

LONDON SHARE SERVICE

Latest Share Prices are available on FT Cityline. To obtain your free Share Code Booklet ring the FT Cityline help desk on 01-925-2128

LEISURE - Contd. Table listing various leisure companies and their share prices.

PROPERTY. Table listing property-related companies and their share prices.

TEXTILES - Contd. Table listing textile companies and their share prices.

TOBACCO. Table listing tobacco companies and their share prices.

TRUSTS, FINANCE, LAND. Table listing trusts, finance, and land companies.

TRUSTS, FINANCE, LAND - Contd. Table continuing the list of trusts, finance, and land companies.

OIL AND GAS - Contd. Table continuing the list of oil and gas companies.

MINES - Contd. Table continuing the list of mining companies.

MOTORS, AIRCRAFT TRADES. Table listing motor and aircraft trade companies.

PROPERTY. Table listing property-related companies.

TRUSTS, FINANCE, LAND. Table listing trusts, finance, and land companies.

TRUSTS, FINANCE, LAND - Contd. Table continuing the list of trusts, finance, and land companies.

OIL AND GAS - Contd. Table continuing the list of oil and gas companies.

MINES - Contd. Table continuing the list of mining companies.

MOTORS, AIRCRAFT TRADES. Table listing motor and aircraft trade companies.

PROPERTY. Table listing property-related companies.

TRUSTS, FINANCE, LAND. Table listing trusts, finance, and land companies.

TRUSTS, FINANCE, LAND - Contd. Table continuing the list of trusts, finance, and land companies.

OIL AND GAS - Contd. Table continuing the list of oil and gas companies.

MINES - Contd. Table continuing the list of mining companies.

NEWSPAPERS, PUBLISHERS. Table listing newspaper and publishing companies.

PROPERTY. Table listing property-related companies.

TRUSTS, FINANCE, LAND. Table listing trusts, finance, and land companies.

TRUSTS, FINANCE, LAND - Contd. Table continuing the list of trusts, finance, and land companies.

OIL AND GAS - Contd. Table continuing the list of oil and gas companies.

MINES - Contd. Table continuing the list of mining companies.

PAPER, PRINTING, ADVERTISING. Table listing paper, printing, and advertising companies.

PROPERTY. Table listing property-related companies.

TRUSTS, FINANCE, LAND. Table listing trusts, finance, and land companies.

TRUSTS, FINANCE, LAND - Contd. Table continuing the list of trusts, finance, and land companies.

OIL AND GAS - Contd. Table continuing the list of oil and gas companies.

MINES - Contd. Table continuing the list of mining companies.

PAPER, PRINTING, ADVERTISING. Table listing paper, printing, and advertising companies.

PROPERTY. Table listing property-related companies.

TRUSTS, FINANCE, LAND. Table listing trusts, finance, and land companies.

TRUSTS, FINANCE, LAND - Contd. Table continuing the list of trusts, finance, and land companies.

OIL AND GAS - Contd. Table continuing the list of oil and gas companies.

MINES - Contd. Table continuing the list of mining companies.

PAPER, PRINTING, ADVERTISING. Table listing paper, printing, and advertising companies.

PROPERTY. Table listing property-related companies.

TRUSTS, FINANCE, LAND. Table listing trusts, finance, and land companies.

TRUSTS, FINANCE, LAND - Contd. Table continuing the list of trusts, finance, and land companies.

OIL AND GAS - Contd. Table continuing the list of oil and gas companies.

MINES - Contd. Table continuing the list of mining companies.

PAPER, PRINTING, ADVERTISING. Table listing paper, printing, and advertising companies.

PROPERTY. Table listing property-related companies.

TRUSTS, FINANCE, LAND. Table listing trusts, finance, and land companies.

TRUSTS, FINANCE, LAND - Contd. Table continuing the list of trusts, finance, and land companies.

OIL AND GAS - Contd. Table continuing the list of oil and gas companies.

MINES - Contd. Table continuing the list of mining companies.

OVERSEAS TRADERS. Table listing overseas trading companies.

PLANTATIONS. Table listing plantation companies.

MINES. Table listing mining companies.

REGIONAL & IRISH STOCKS. Table listing regional and Irish stocks.

TRADITIONAL OPTIONS. Table listing traditional options.

Notes and additional information regarding the share service.

MARKETS

LONDON

Equity dealers hum a happier tune...

WITH another Republican President taking office in Washington on Friday, Happy Days are Here Again... The survey, says Jeff Prestidge, reveals a startling differential in the fund management capabilities of leading groups and highlights the need to be selective about the choice of unit trust houses.

FINANCE & THE FAMILY: THIS WEEK

Finding an above average unit trust group

Some unit trust groups consistently provide their unitholders with better than average industry returns. This is the clear message that comes out of Money Management's 1988 survey of the groups' performance.

Big banks and little customers

Britain's clearing banks are eager to encourage small business customers. The Big Four clearing banks are fighting for their custom with sharper claws than ever.

A commissioner for complaints

Sir Gordon Downey is to be the independent Complaints Commissioner, it was announced this week. He will not handle any complaints himself, but only be responsible for ensuring that the new Complaints Bureau is operating efficiently and fairly.



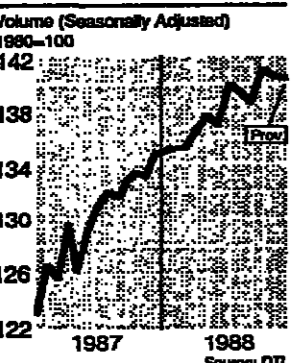
The week ahead

Economics and the stock market live in the same world - as Friday's UK trade figures are likely to remind us. William Cochrane looks at the week ahead which includes results from Lonrho and Rank Organisation.

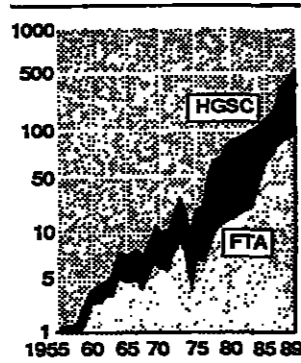
The high-risk investment game

Heather Farmbrough tells investors to keep on their toes as Business Expansion Scheme issues become more complicated.

Retail Sales



Total Returns



Retail sales figures dip

The first signs that interest rates are beginning to hit consumer spending came in retail sales figures this week showing a dip in December. The rate of 0.1 per cent in sales volume followed a drop of 0.6 per cent in November.

Smaller companies lead the way

Investment in smaller companies consistently provides better returns than the market average, according to the survey issued this week by the Hoare Govett Smaller Companies Index. It shows an investment in the bottom tenth of the stock market would have grown from £1000 to £507,000 today, after dividend income is reinvested.

High-interest bond from Midland

Midland Bank is introducing a high interest deposit bond. This offers customers up to 10 per cent net interest on amounts of £2,000 or more. Customers invest their money at a fixed savings rate and choose whether to take their interest at the end of the term or monthly at a slightly lower rate.

Increase in rates on some bonds

General Portfolio Life has increased the rates on its maximum income Active Series II bonds. The annual rate on a two-year investment is now 9.65 per cent compared with 9.25 per cent, while the monthly rate on a two-year investment has increased from 9.55 per cent to 9.25 per cent.

NOW THAT Tony Berry is no longer chief executive, what should small shareholders do about their holdings in Blue Arrow?

Blue Arrow falls back to earth

Private investors must have been bewildered by the events of the last few months. First, the company's brokers downgraded its pre-tax profits forecasts to £50m, having been looking for £110m at the time of the Manpower bid.

Many shareholders had a good time with Berry. If they had bought shares when the company first came to the Unlisted Securities Market in 1984, they would have seen their investment multiply 17-fold by the time the shares peaked.

ing, or its aftermath, must now be licking their wounds. There are plenty of substantial holders, including, presumably County NatWest with its 9.4 per cent stake, who would be only too happy for a chance to unload their shares.

Manpower franchisees have already shown they are willing to rebel to support Fröstman. In order to remove the overhang from the share price, that might have a useful psychological impact on investor sentiment.

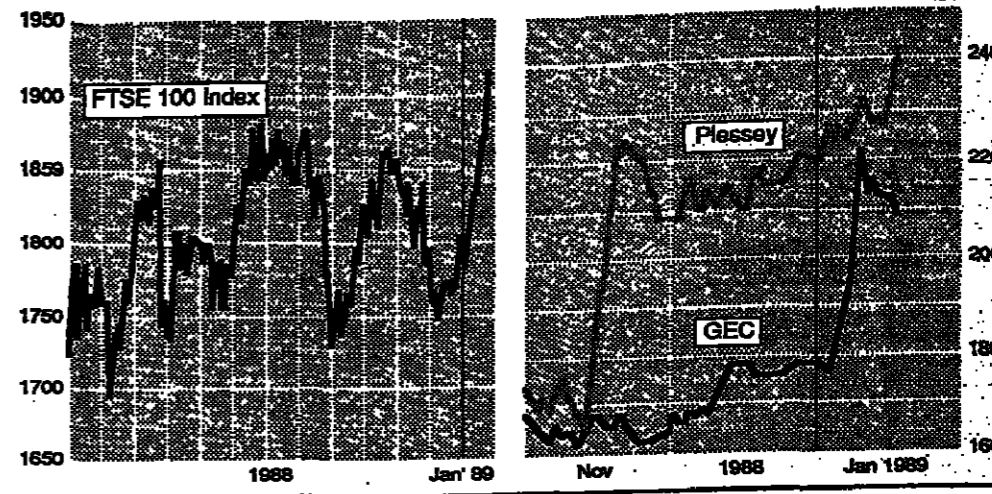
Another possibility is that Blue Arrow will arrange to buy back the County NatWest holdings in order to remove the overhang from the share price.

'There are many holders who would be happy for a chance to unload their shares'

Rumours of bids, management buyouts and possible break-ups of the group have been persistent ever since last summer, when Phillips & Drew marked down its profits forecast.

The non-Manpower US businesses are not thought to be of great quality. Haggitt Bowers, the executive recruitment company, does not fit in with the rest of the group and Trevor Best's PR agency is linked too closely with the Berry era.

Small shareholders have to face the fact that the days of Blue Arrow as a small, dynamic company in a fast-expanding sector are over.



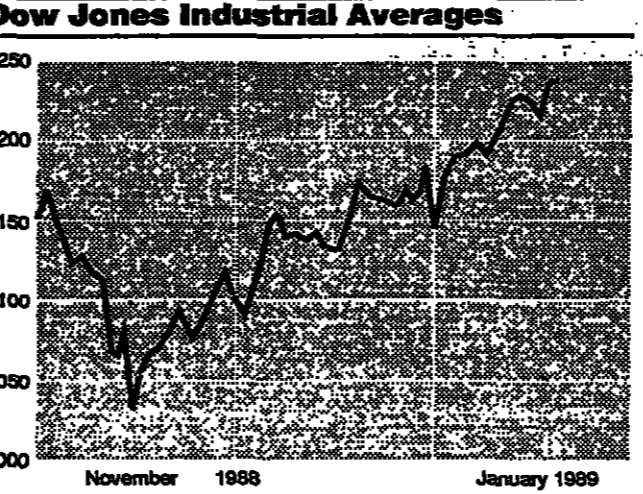
figures showing a 0.1 per cent decline in retail sales in December. This corroborated the CBI/FT distributive trades survey the same day, which found retailers gloomier than in any January for five years.

HIGHLIGHTS OF THE WEEK

Table with columns: Price y'day, Change on week, 1988/89 High, 1988/89 Low, and notes.

WALL STREET

Fitting tribute to Reagan



What then is driving the bull market that began in October 1987? As we argued last week, it seems to be the rapid rise of corporate earnings.

JUNIOR MARKETS

Glum faces on the USM

IF THIS New Year was meant to be a happy one, nobody told the Unlisted Securities Market. Yesterday's decision by County NatWest to cut down its USM market-making operation comes just two weeks after a similar move by Chase Manhattan.

As long as these two sets of forces remain in contention, the stock market picture will remain as uncertain as it has been for the past year - and momentum alone could continue to drive the market gradually higher.

By announcing a merger just eight months after joining the USM, HPC has won the distinction of having one of the shortest ever sojourns on the market.

That contrasts, says MacBryde, with the position in the

Anatole Kaletsky

it difficult for Manpower to grow significantly however efficiently it is run. Employers do not turn to agencies when they are cutting back on staff.

Philip Coggan

Vanessa Houlder

FINANCE & THE FAMILY

Jeff Prestridge looks at a survey of unit trusts
Where to get a better than average return

THERE ARE a number of unit trust groups which consistently provide their unitholders with better than average industry returns...

The survey reveals a startling differential in the fund management capabilities of leading groups and highlights the need for you to be selective about your choice of unit trust houses.

Picking out the best performing groups is a tricky business. To assess the groups properly you have to take into account both short and longer term performance and the number of funds in the different sectors.

The Money Management study, based on figures supplied by Firststat, covered 96 groups, all with a minimum of four unit trusts. The performance of each trust is ranked according to its track record over one year and three years in competition with rival trusts in the same sector.

The table splits the unit trust companies into "large", "small" and "new" according to the number of individual funds under management.

A large group is defined as one which had 11 or more unit trusts in existence at the end of 1988. A small group is defined as one that had between four and 10 unit trusts in operation at that date while a new group is one which had four or more funds under its wing at the end of 1987 but not three years ago.

The figures are very revealing. For example in the large unit trust section the most impressive performance was recorded by the best of the unit trust industry, M&G, with a ranking over 77 per cent (the top) over the past year and 78 per cent (second from top) over a three-year period.

At the other end of the scale Gartmore had a ranking of only 14 per cent over the past year and 35 per cent over three years. Target too has a dismal record of 38 per cent in 1988 and only 15 per cent over the past years.

nearly all stuffed full of small illiquid stocks. When the crash came in October 1987 and redemptions were flooding in, Gartmore found that it was impossible to sell many of these shares, particularly since the Oppenheimer trusts collectively had sizeable positions in some of them.

A catch-22 situation thus developed as the managers were forced to offload the marketable holdings leaving the funds with a core of untradeable stocks which could not be got rid of - unless at ridiculous prices - and which had already been marked down in price considerably.

"We never let the corporate activity deflect us," says M&G's marketing manager Roger Jennings. "We never thought that anything would come of it and as a result we just got on with our jobs."

"Which is exactly what they did with 11 of the company's 13 UK equity unit trusts remarkably recording top quartile sector performances during 1988.

"The most exciting performance was put in by M&G Midland which, in spite of losing its impressive of many years standing (James Shillingford) to higher management, recorded the best performance within the UK general sector - 47 per cent.

What is most impressive about M&G's investment record, however, is its consistency. Over three years, M&G managed to get 78 per cent of its funds registering above median sector performance, an achievement only bettered by Sun Life (with a far smaller number of funds) and matched by Kleinwort Barrington.

Gartmore and Target both had a paltry number of funds with above average performance over one and three years.

According to Peter Pearson Lund, managing director of Gartmore Fund Managers, his company's appalling performance can be laid firmly at the door of the Oppenheimer range of funds which it acquired in late 1987.

Apparently unbeknown to Gartmore at the time, the Oppenheimer funds were

managing a resounding loss of 16 per cent in 1988 making it a bottom 20 industry performer. Target's management of its two commodity-oriented funds has also left a lot to be desired, both funds registering fourth quartile performances over the three years to January 1989.

Outside the major unit trust groups, good long-term performance has been achieved by a number of companies. Within the Money Management "small" group category, Vanguard (winner of the 1988 award for best small unit trust group) has an enviable record of fund consistency with only its Growth fund having a

record of below median sector performance over one and three years. Vanguard - now renamed Capability trusts - also won the 1986 Money Management small unit trust group award.

New unit trust groups are also often able to produce excellent returns for their unitholders, partly reflecting the fact that their unit trusts are invariably small and not stuck with existing holdings, thus facilitating nimble fund management.

Guinness Mahon, winner of Money Management's 1988 new group award has five funds with less than 25m under management, all of which recorded

Summary of performance of unit trust management groups over one and three years to 31.12.88

Table with columns: % of funds above median (Over 1 year, Over 3 years) and a list of unit trust management groups with their respective performance percentages.

James Buxton on a drive to attract private investors
Broken taboo

THREE OF Britain's leading fund managers this week launched a drive to attract private investors back into investment trusts. The new initiative is directed at financial intermediaries and it includes what almost amounts to a collective breaking of the taboo on the offering of commissions on the sale of investment trusts.

Ivory & Sims, Martin Currie and Flemings, who between them manage £33bn in investment trusts - 20 per cent of the industry's funds - embark next month on a roadshow around Britain for independent financial intermediaries.

The three companies are frustrated at the restrictions imposed by the Financial Services Act which forbid them from giving prospective investors any advice as to which of their staples of trusts is the best performing, or most suitable for the particular saver.

They need independent intermediaries to advise the investor. But relatively few intermediaries recommend investment trusts to their clients. The three companies independently discovered that this was partly because they have little knowledge of investment trusts and how they work, and partly because unlike unit trusts there is no in-built system of commissions for advisers promoting them.

The first commissions only became available in late 1987

when Martin Currie, which like Ivory & Sims is based in Edinburgh, launched its savings plan under which investors make lump sum payments which it puts into a selection of its four investment trusts.

Now other investment fund managers are following suit. Flemings is amending its existing savings plan to allow commissions of up to three per cent to be paid to intermediaries by savers when they buy shares in its trusts. In March Ivory & Sims is to bring in a new investment trust dealing scheme: under this, intermediaries will receive a three per cent commission from the investor and Ivory & Sims will handle purchases of the shares in the investment trusts it manages, dealing direct with market makers.

The three companies believe there is a big untapped market among independent intermediaries, many of whom want new products to sell as life assurance houses move increasingly onto a tied agent system. They also think that investment trusts have begun enjoying a renaissance in the past two to three years which needs to be consolidated.

The new campaign will begin with roadshows in the main cities. It will underline the advantages of investment trusts compared with the more commonly understood unit trusts.

IN THE NEWS

EAGLE STAR is launching an offshore global assets umbrella fund through its Isle of Man financial services arm. The Global Assets Fund is the first umbrella fund to have obtained a UCITS certificate (the Undertaking for Collective Investments in Transferable Securities) which means that it can be marketed in the UK. Because it is registered in Luxembourg as a SICAV (Société d'investissement à Capital Variable) income, capital gains and dividends are not taxed there, although there will be some liability in the UK subject to personal status. Investors are offered access to 13 separate funds which cover the world's main international equity and bond mar-

kets. You can either select your own portfolio mix or use Eagle Star's Global Portfolio Management Service. Investors can also decide whether to invest in sterling or the "Eagle" currency; a mix of £1 sterling, two US dollars, and 21 denmarks and 500 Japanese yen.

GERFINANCE N.V. US\$ 100,000,000 Floating Rate Notes due 1994. In accordance with the terms and conditions of the Notes, notice is hereby given that for the 9 months period from January 23, 1989 to July 23, 1989, the Notes will carry an interest of 9 1/4% (inclusive 1/4% margin). The coupon amount on calculated will be US\$ 487.50. Banque Generale du Luxembourg S.A. Agent Bank.

STEWART IVORY Unit Trusts. GETTING RICH SLOWLY. We're small. We're careful. Careful to look for the less obvious in our stock selection, and careful to aim for long term growth for our clients. Consequently, as you can see above, one of our Unit Trusts, The British Fund, has outstripped the FT All Share Index by 70.3% over the last 5 years.* Perhaps that's why the number of investors has grown by 69% in the year to 1 January 1989. To understand more about the long-term growth of our Unit Trusts please write or phone us at Stewart Ivory Unit Trust Managers, 45 Charlotte Square, Edinburgh EH2 4HW. Tel. 031-226 3271. The value of units may fluctuate and past performance is not necessarily a guide to future performance. S.T.E.W.A.R.T. I.V.O.R.Y. We aren't big. But we're careful. Members of IMRO and LAUTRO.

KANSALLIS-OSAKE-PANKKI (Incorporated with Limited Liability in Finland) US\$ 100,000,000 Subordinated Floating Rate Notes due July 1997. In accordance with the terms and conditions of the Notes, we hereby give notice that the next interest payment date will be April 24, 1989. Annual interest rate for the period from January 23, 1989 to April 24, 1989 will be 9 1/4%. Interest payable will be: - US\$ 244.88 per US\$ 10,000 nominal principal amount for registered notes - US\$ 244.88 per coupon for US\$ 10,000 denomination bearer notes - US\$ 6,121.96 per coupon for US\$ 250,000 denomination bearer notes. Banque Generale du Luxembourg S.A. Reference Agent. INVESTMENT WITH TAX RELIEF MIDLANDS RESIDENTIAL CORPORATION PLC ASSURED TENANCY BES. A Business Expansion Scheme company investing in quality residential properties throughout the Midlands. Backed by: Tarmac Construction Ltd. The National Home Loans Corporation plc. Plumb Holdings plc. Sponsors: Neville Industrial Securities Ltd. A member of T.S.A. Winner of 1987 Best BES new sponsor of the year award. Full Income Tax Relief. CGT Exemption. Minimum subscription already guaranteed. Minimum investment £1000. Loan facilities available through The Royal Bank of Scotland plc. Send for application form and prospectus (on the basis of which, alone, subscriptions can be accepted), or telephone (021) 454 5431. Subscription Lists close on 24th February. Investment in unquoted companies carries higher risks as well as the chance of greater rewards. MIDLANDS RESIDENTIAL CORPORATION. To: Neville Industrial Securities Ltd, Neville House, 42-46 Hagley Road, Birmingham B16 8PZ. Please send me a copy of the prospectus and application form for Midlands Residential Corporation plc. Name: Address: Postcode: Telephone No.

James Capel Index Funds. FIRST AMERICA, FIRST JAPAN, FIRST EUROPE. We launched the first American Index Fund and are now launching the first Japan investment strategy. For more information on our two new funds, please contact your professional adviser, fill in the coupon below or ring us today. James Capel. UNIT TRUSTS FROM THE GLOBAL INVESTMENT HOUSE. To: James Capel Unit Trust Management Limited, PO Box 552, 7 Devonshire Square, London EC2M 4HU. Please send me more information on your two new index funds. NAME: ADDRESS: POSTCODE: Issued by James Capel Unit Trust Management Limited, PO Box 552, 7 Devonshire Square, London EC2M 4HU. Member of IMRO, LAUTRO and UTA. James Capel refers to a group of companies with offices in London and all other major financial centres, which provides investment services in a variety of markets. The price of units and the income from them may go down as well as up and is not guaranteed. You should regard your investment as long-term. FT/89

FINANCE & THE FAMILY

NEXT WEEK

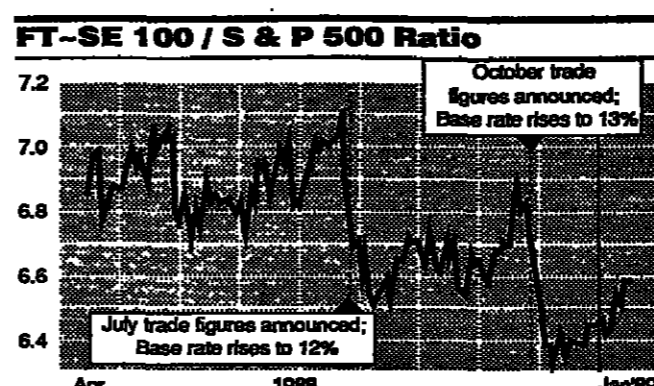
A real world of contrasts

RESULTS DUE table with columns for Company, Announcement date, Dividend (p/ft), Last year, and This year.

NEXT WEEK will remind investors, once again, that economics and the stock market live in the same world. It is also likely to produce contrasts in the savings and investment market...



'Tiny' Rowland, of Lomro, both in export and in home markets. Once again, he says, this would remind investors that they can get a high return on gilt-edged stocks...



Michael Gilford, of Rank, last summer on taking its British holiday camps acquisition up the market. Years ago, this might have brought howls of derision in the press and in the stock market...

Thursday is also entwined, say the analysts, by a pending presentation from Next, the troubled retailing group which is publishing a gardening catalogue and is apparently using the occasion to talk to its City followers. Back on Tuesday, there should be figures from two contenders for the private investors' purse...

William Cochrane

COMPANY NEWS SUMMARY table with columns for Company, Bid, Price, and Bidder.

PRELIMINARY RESULTS table with columns for Company, Year, Pre-tax profit, Earnings, and Dividends.

INTERIM STATEMENTS table with columns for Company, Half-year, Pre-tax profit, and Earnings.

RIGHTS ISSUES table with columns for Company, Issue size, and Issue date.

Index shows that smaller is better

THE CLAIM that smaller companies provide better investment returns than their larger brethren was certainly true last year. The Hoare Govett Smaller Companies Index, which tracks the performance of the smaller company sector, outperformed the FT-A All Share Index by 5.3 per cent on a total return basis...

Blow for expats

SOME expatriates are going to be angry and dismayed to find that they will be shut out from the benefits to be offered to members of the Abbey National Society if the flotation as a public limited company goes ahead this summer...

Money rates hotline

DIRECT access to the London money market interest rates is being offered by a new banking service launched this week by Tyndall & Co. The Money Desk Hotline enables anyone with a minimum of £7,500 to obtain money market interest rates for any period, from overnight to weeks or months...

INVESTMENT ANNOUNCEMENT. Readers are invited to apply for units in the FIRST PUBLIC OFFER OF A NEW UNIT TRUST specifically designed to combine the benefits of a rising income with excellent prospects of capital appreciation. THE KLEINWORT BARRINGTON SMALLER COMPANIES DIVIDEND TRUST will invest in the shares of predominantly UK Companies whose market capitalisation is not more than two thirds the average of UK listed Companies...

FINANCE & THE FAMILY

John Edwards on the Complaints Commissioner Minding the shop

A NEW SYSTEM for dealing with complaints from investors and the appointment of an independent Complaints Commissioner, was announced this week by the Securities Association, the self-regulatory organisation set up under the umbrella of the Securities and Investment Board to supervise the stock market.

It has set up a Complaints Bureau jointly with the International Stock Exchange, which will replace the complaints system already operated by the Stock Exchange. At the same time it is introducing two important changes, one of which is specifically designed for the private investor.

The Complaints Commissioner, Sir Gordon Downey, differs from the ombudsmen who deal with disputes in banking, building societies, insurance and unit trusts in that he will not handle any complaints himself, but only be responsible for ensuring that the new Complaints Bureau is operating efficiently and fairly.

resolved to your satisfaction, the next step is write to the Complaints Bureau who will investigate it free of charge. The bureau will try to resolve the dispute by conciliation. But if this fails, your legal rights are not affected so you can either take the complaint to court or refer it to one of the association's two new arbitration schemes.



Sir Gordon Downey

The Consumer Arbitration Scheme is intended to resolve disputes involving sums up to £25,000. It has the great advantage of being virtually free since you only have to pay a registration fee of £10 and the association is responsible for the arbitrator's fee and the administration costs.

However, you pay for any legal advice you might need to make your submission and there is provision for you to have to pay up to £500 if the arbitrator considers your com-

plaint to be "scandalous, frivolous or vexatious." The association says this provision has been included only as a safeguard to stop abuse of what is essentially a free service. Normally the arbitrator, chosen by the chairman (Lord Nathan) - a distinguished solicitor from a panel will rely on documents only to resolve the dispute.

If you choose to refer your complaint to the Consumer Arbitration Scheme the member firm involved has to accept that the dispute is settled in this way and the arbitrator's award is binding on both sides. The alternative Full Arbitration Scheme can be used only with the agreement of both parties. There are no limits on the sum of money in dispute, but it is not a free service. The fees have to be paid by the two sides in proportion to the award. An arbitrator may decide who pays the costs.

To avoid handling "stale complaints" the association says that any complaint under the new system must be about something which happened after April 29, 1988. From May, 1990, onwards there will be a time limit of two years.

The Stock Exchange says that its complaints department received around 2,500 complaints and enquiries last year, of which about 50 per cent were real complaints and most involved under £5,000.

The association feels that the new system, and especially the Consumer Arbitration Scheme, will give a fairer deal to private investors in particular. However, it seems strange to have a Complaints Commissioner who doesn't deal with complaints.

Table titled 'Some current BES prospectus issues' with columns for Company, Location, Sponsor, Minimum Subscription, Maximum Individual Application, Minimum, and Closing Date.

INVESTING in the Business Expansion Scheme has all the thrills of a sophisticated board game. You can start off with £40,000 apiece, the maximum amount on which you may claim tax relief in any one year.

During the next two months of the Budget, thousands of investors will be playing the high-risk BES game for real. However, this year investors will have to be even more on their toes as the BES issues are tending to become more and more complicated.

This may be because sponsors and companies are jumping on the bandwagon to raise money. In the last Budget, BES relief was extended to companies investing in residential property and letting to assured tenants.

Over the tax claw-back period to October 26 1988, £106m was raised for BES, compared with £19m for the whole of the 1987/8 tax year. But this was under half the amount (£250m) for which companies were looking.

For those who have not played the game before, here are some of the most common questions to be answered. What is BES? The scheme was introduced

The high-risk game

in 1983 as a way of encouraging investment in risky start-up ventures. To offset the risk the scheme offers the incentive of tax relief for individuals, at their highest marginal tax rate, on up to £40,000 of investments in any one year.

Since 1986, there has been no liability to Capital Gains Tax on the disposal of qualifying shares, providing these are held for at least five years.

You wait until the company issues tax certificates to investors. After four months' trading, you then send the certificates to your local inspector. You must also be resident for tax purposes in the UK when shares are issued.

Any British-registered company, providing it does not earn most of its revenue from overseas activities and its business is not commodity dealing, oil extraction or banking. Since the extension of the scheme to assured tenancies letting residential property, only £1.5m out of the £106m raised under the BES between April and October 1988 has gone into any other kind of company.

Assured tenancies allow for a market rent to be agreed between landlord and tenant and for the agreement to include regular rent reviews. This recently extended Housing Act 1988 continues to provide

tenants with security of tenure, but gives landlords greater rights to repossess a property, such as when vacant possession is crucial for improvements or demolition, although this must be approved by a court. Greater power for landlords, and the extension of BES relief to assured tenancies forms part of the Government's intention to boost the supply of rented accommodation.

What happens if the company wants to sell its property taken over?

Heather Farmbrough tells investors to keep on their toes

after five years and there are still sitting tenants? The company may have to accept a 10 to 20 per cent discount on the full asset value to reflect possession. In the case of assured tenancies which are also developing sheltered housing, some companies will already have an agreement with an operator of sheltered housing to sell the business and properties as a going concern after five years.

You may be able to sell your shares if the company goes for a Stock Exchange flotation, or perhaps the company will be

How do I invest in a BES company?

The most popular route is through a prospectus issue, in which shares are offered to the public, sometimes by a sponsor. You could invest in a BES fund to spread the risk, but funds tend to be unpopular as investors prefer to exercise more control over their investments and thus less risky, and there appears to be more demand than supply for good rented accommodation, particularly in the light of rising mortgage rates.

What is the management getting out of the company? It should have some financial incentive to succeed - preferably options which only come into effect after the shares have appreciated considerably, and after five years - but they should not be exploiting the issue.

If the company is investing in residential property, you must decide whether property prices in the region will appreciate. Assured tenancy schemes appeal to investors because they are asset backed and thus less risky, and there appears to be more demand than supply for good rented accommodation, particularly in the light of rising mortgage rates.

The accompanying table summarises some of the issues currently on offer. The golden rule is to read the small print carefully and not to invest any money which you could not afford to lose.

Watchdog plan

LLOYD'S of London has become a member of the Insurance Ombudsman scheme. All Lloyd's syndicates are now automatically included in the Insurance Ombudsman scheme, set up to investigate complaints from the public. Lloyd's has for several decades been a significant force in the UK motor insurance field. More recently, certain syndicates have been slowly but steadily expanding their personal business, particularly in household insurance. Many householders now insure their home and its contents at Lloyd's.

Any individual policyholder insured at Lloyd's who has a complaint against a particular syndicate can now have it investigated by the Insurance Ombudsman.

However, in the first instance, the policyholder takes his complaint direct to the syndicate. If this is not resolved the next step is to go to the consumer inquiries department at Lloyd's. Only if this approach fails should the policyholder then go to the Insurance Ombudsman bureau.

The Ombudsman has the right to examine all relevant documents on the case from the syndicate, to question the relevant persons at the syndicate and to take expert advice from his own sources. His ultimate decision, if in favour of the policyholder, is binding on the syndicate up to £100,000.

However, a decision in favour of the syndicate does not affect the policyholder's legal rights to pursue his case further through the courts.

Eric Short

Selling BES

ALLIED DUNBAR salesmen are now selling Business Expansion Schemes. The financial services company launched its first BES product, Allied Dunbar Link Assured Homes, yesterday.

The issue is very similar to the original Link proposal which was launched last summer. Investors put in a minimum of £10,000 which is then pooled with contributions from other investors to buy shares in a small close company set up to purchase and let property as an assured tenancy.

In addition to the usual BES tax relief, investors will also qualify for tax relief on money borrowed to invest in the scheme.

H.F.

INTERNATIONAL RESIDENTIAL PROPERTY

Advertising Appears in the Weekend FT every Saturday For further details please contact CLIVE BOOTH Tel: (01) 248 5284 Fax: (01) 248 4851

INTEREST RATES: WHAT YOU SHOULD GET FOR YOUR MONEY

Table showing interest rates for various products including Clearing Bank, Building Society, National Savings, Money Market Account, and UK Government Stocks.

Nationwide Anglia Building Society advertisement for a £20,000,000 12 1/4 per cent Bonds due 29th January, 1990.

Eagle Star advertisement featuring a large image of a boat and text describing investment services and risk management.

IMPORTANT - PLEASE NOTE: 1. Global Assets Fund is regulated in Luxembourg... 2. The value of investments in Global Assets Fund and the income from them may fall as well as rise in money terms...

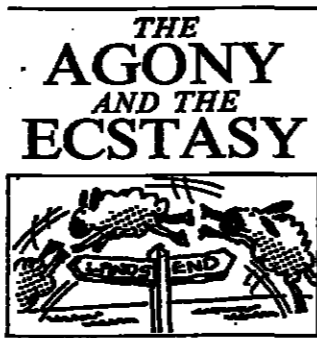
TRAVEL

Mid-winter journey to England's end

Dodging the crowds and noise, the smart money goes to the far west of Cornwall

LAND'S END IN January. What a vibrantly fine idea. How ingeniously counter-cyclical my reasoning went like this. First, if the smart money was heading east, to the ski slopes, or south, to the sun, for its mid-winter frolics, then the extra-clever thing to do was to glide gently westward...

rites; wheat was being harvested, and apples sent for cider; there were summer flowers in graveyards, black geese at crossroads, and a convention of lunatics swimming in a lake; it was May, and September, almost November - as hot as March.



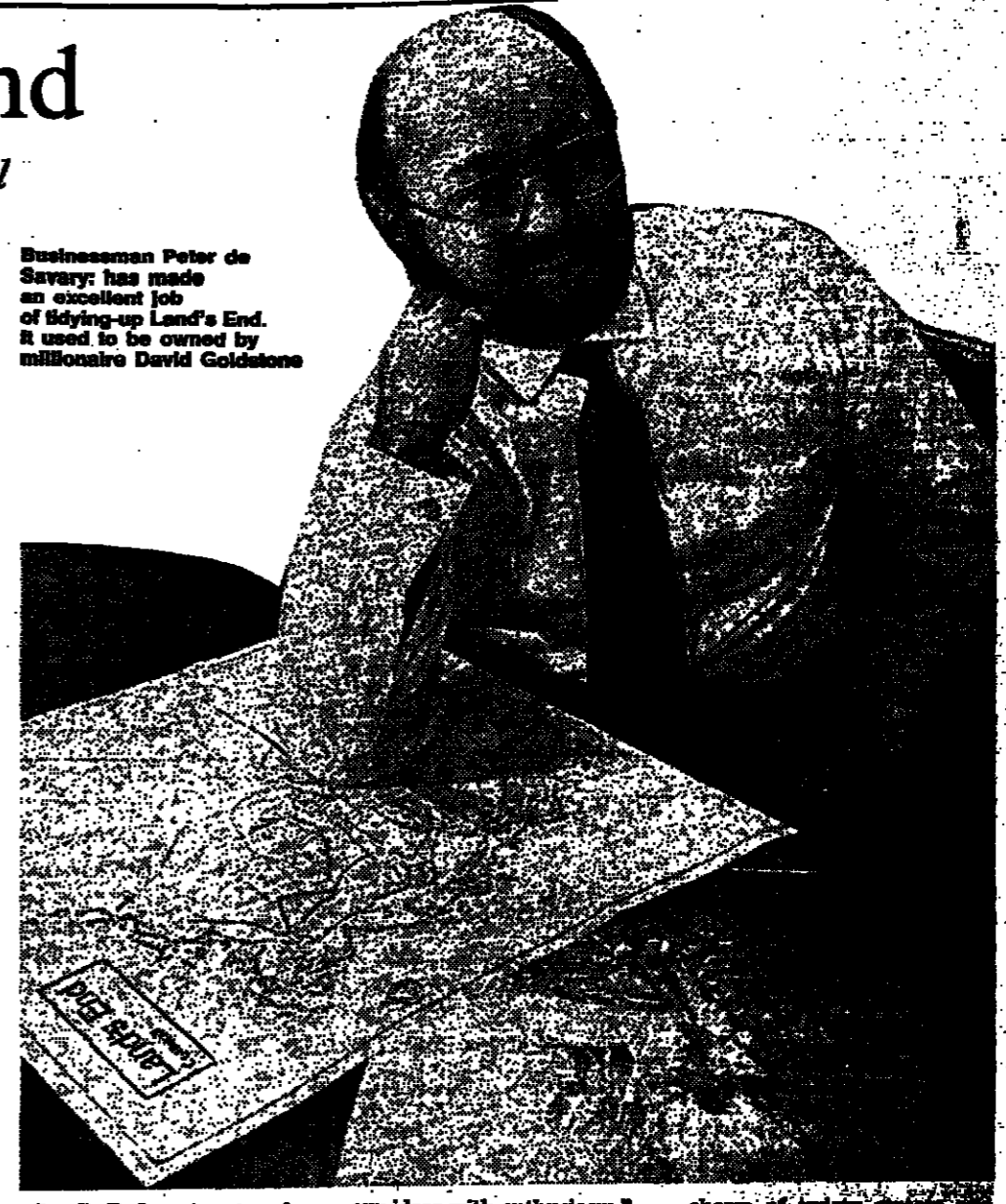
Travels with Michael Thompson-Noel

Patrick Heron, an artist who has lived on the peninsula for more than 30 years, has described this light business with considerable skill, explaining that as he drives home from London to Zennor down the old A30, the afternoon light concentrates ahead of him, gradually getting brighter until it becomes a glare.

The man who has made the most of Land's End in recent times is the man who owns it, the leisure-entrepreneur-cum-America's-Cup-challenger, Peter de Savary, who bought Land's End in December 1987. To my eye, de Savary has made an exceedingly good fist of things, spending a little over \$2m to date on various attractions and considerable tidying-up. Land's End is a magnet to hundreds of thousands, and that final toe of Cornwall, which extends to Land's End and is circumscribed by the great horseshoe of England's wildest, most rugged, rocky coastline.

My first day at Land's End was windy and wet. Great spumes of water dashed against black rocks, and biblical stormclouds blacked out the sun. But the second day was finer: moist, still, but warm, with shafts of incandescence. As I sat at my cream tea, a wispy orange sunset curdled the sea.

There is a 34-bedroomed hotel - The State House - that has been completely remodelled and is a good place to head for, particularly out of season. All shops and trading at Land's End are under one management. "The shops sell some of the normal tourist rubbish," says Boston, "but there are days of mist or bad weather, so we needed a major wet-weather attraction. The show is as sophisticated as possible, without losing the folkiness of Land's End."



Businessman Peter de Savary has made an excellent job of tidying-up Land's End. It used to be owned by millionaire David Goldstone

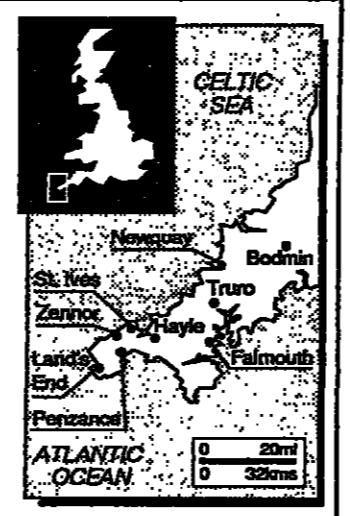
It is remarkable what de Savary has achieved with a bit of investment and oomph. Before he bought it, Land's End was attracting about 300,000 visitors a year, whereas between May 1 1988 and the end of December, more than 550,000 turned up. In summer the entry fee is £3 for adults, £2 for non-adults; in winter, £2 and £1.

Land's End represents only a small fraction of de Savary's Cornwall plans, which extend, most famously, to Falmouth and Hayle, the latter of which was referred to by an Edwardian guidebook as "an exceedingly ill-favoured place with no redeeming features," possibly because it was formerly a noted engineering centre.

our ideas with enthusiasm. Perhaps he will buy Devon next. If you find yourself at Land's End, do not miss the drive along the squiggly and extraordinary B3068 through St Just, Pendeen, Morvah and Zennor to St Ives. The road curves and lurches. You could be in Tibet. Everything is pagan - though not St Ives, which Virginia Woolf, praised as a windy, woolly, fishy, vociferous, narrow-streets, brown the colour of a muttoned or a hippo.

charms of twisty streets, stone cottages. "And there was the... I have always liked St Ives, though only in the winter. When I was extremely small, I had astonishing blond, ringlets, and was considered pretty odd - my grandfather played bowls with me on a blustery sloping green high above St Ives and its oyster-coloured sea. To ward off tears and swoons, he invariably let me win.

It is here that the magic mini-kingdom known as West Penwith begins, swelling out and rising up ahead of you to form that great knob of land, that final toe of Cornwall, which extends to Land's End and is circumscribed by the great horseshoe of England's wildest, most rugged, rocky coastline.



reached Land's End at 2.10pm. It was dark at first, and raining, but about an hour after daybreak, I and the car were suddenly illuminated by a ghostly coppery glow shot through with bronze and silver which lit up the view, enabling me to see how the blurring of the seasons and the speeding-up of time - just two of the manifestations of the Greenhouse Effect - are causing peculiar things to happen out in the countryside.

The off-season tariff (until April 30) at The State House, Land's End, is £25-£45 per person per day, including dinner and breakfast. Single supplement £10. Between May 1-October 31: £30-£45 (as: £15). Details and reservations: tel: 0736-871844. In New York: tel: 914-241-8770.

An extremely good guide is West of Hayle, written by Gerald and Sylvia Priestland, published by Wildwood House, £4.95. Also useful: West Cornwall by Car, in the Jarrold White Horse series, £1.15. Paul Theroux's The Kingdom By The Sea is available from Penguin, £3.95.

Corwall House and Garden Holidays, a consortium of nine independent hotels in Falmouth, organises guided tours to many of Cornwall's private and public gardens. Packages from £150 per week. Tel: 0326-316948.

VILLA HOLIDAYS
The best villas are in the Palmer and Parker blue book. Available in Algarve, Marbella, South of France, USA and Caribbean. Most have staff, all have private pools and none are cheap. Brochures (0494) 815413

VILLA RENTALS
South of France - Cannes, Antibes, Valbonne areas. Excellent selection of first class properties available for long or short holiday lets. Phone 01 630 2347 for information and colour brochure.

TUSCANY-FROM COTTAGES TO CASTLES
Send for our 1989 free brochure for a wide range of beautiful properties, many with pool, throughout Tuscany. Our staff have first-hand knowledge of every property. Visa available.

AUSTRALASIA AND AROUND THE WORLD
Inflators offer more value for money flights and stopovers to more destinations than any other operators in low cost offices since 1970. We can tailor make your itinerary with up to 55% discounts on Hotels and Car Hire.

LEGEND TRAVEL
Toronto from \$120 \$165
New York/Boston \$125 \$193
San Francisco \$205 \$280
Los Angeles \$205 \$299

EUROPEAN VILLAS
The Luxury Specialists in SPAIN - PORTUGAL - FRANCE
Wide selection of quality villas, with private pools, either by air or rental only. RING 0223-314220 FOR BROCHURE

CASA COLONICA
Offers a large selection of luxury villas and farmhouses with swimming pools in Tuscany, Umbria, South of France and Portugal. Tel 376 4747 or 376 48142

ALGARVE VILLA SALES & RENTALS
Breastbeating luxury villas from £200,000+. For sale or rent at 5 star plus Caravelle Club, from the fully booked properties.

TRAVEL EXPERTS
Fully licensed and government bonded ATOL 1458 IATA A9701
USA 01-927 5400
Long Haul 01-928 3246

AMERICA
\$199 RETURN TO EAST COAST USA
\$289 RETURN TO WEST COAST USA
\$219 RETURN TO MID WEST USA

FRONTIERS
First class and round the world fares also available on request. Tel: 493 9343 Telex: 266 813

Vacations
The Best Villas with pools from the Best Brochure. ALGARVE MENORCA COSTA DEL SOL
Tel: 0533 537923

Make 1989 the year you got the villa right
THE GREEK ISLANDS ALGARVE - ITALY TURKEY (crewed boats)
Send for our 1989 brochure - quickly. We are the specialists in holiday villas. They're all carefully chosen for character and cleanliness.

THE ULTIMATE CHINA CRUISE.
Highlighted by the Yangtze River and a private train to Beijing. The Ocean Pearl is the first and only luxury cruise ship to sail up China's legendary Yangtze River.

SKI BARRON
SPECIALISING IN ANDORRA
JANUARY MADNESS
Self catering penthouses and apartments from \$99 BY AIR
DON'T DELAY! RING TODAY 01-969-2321

FIRST AND BUSINESS CLASS FLIGHTS
ALL INTERNATIONAL DESTINATIONS SAVE UP TO 25%
USA 002-267-7676
FAX USA 002-267-9528

SKYDEAL TRAVEL
Paris \$64 Delhi \$310
Frankfurt \$65 Bombay \$325
Rome \$125 Karachi \$250

FLIGHTS
From most U.K. airports
Canada, Spain, Portugal, Gibraltar, Greece, Turkey
Short & Long Stays available
Many Late special offers
Fallow Ltd 01 471 0047
ATOL 1640 acc/vim

AIR TRAVEL
Discounts up to 60% off normal fares; including first, club and economy class.
Travel Bureau, 221 Westminster Park
Travel, London W11 1EA
Tel: 01-225-3595

Luxury Villas of Lanzarote
The finest private villas all with their own pools and gardens, 4 bed/3 bath or smaller luxury villas.
LAS CORONAS Penthouses, garden apartments or private villas, all with private, tropical gardens.
FUERTEVENTURA New villas with pool, chalets, maisonettes.
Please ring for colour brochure
For personal, pleasant & professional service talk to us 8 a.m. - 8 p.m.
Tel 0945 78754 FAX 0945 74081

VILLAS WITH POOLS
SPAIN, PORTUGAL, CANARIES
Brochure Tel: 0903 820710
PALOMA HOLIDAYS Ltd
ARTA 47223 ATOL 178 AFTO

Pearl Cruises
19-day fly/cruise prices from £2150 include all shore excursions, meals and entertainment on board. Plus first class hotels for three nights in both Hong Kong and Bangkok.

ISRAEL
The Red Sea, Israel
Learn to Dive
Monthly departures
11 Oct to 27 Apr 89
2 weeks from £312 000
+ £199 full diving course.
TWICKES WORLD
01-892-7686
ARTA 48340

TRAVEL

All aboard with the mah jong junkies

Daniel Green takes a slow boat - well, a Yangtze river ferry - for his journey in China

THERE ARE no first class cabins on Yangtze river ferries. If you crave luxury in the People's Republic of China...



How they get the news in China: by reading a wall

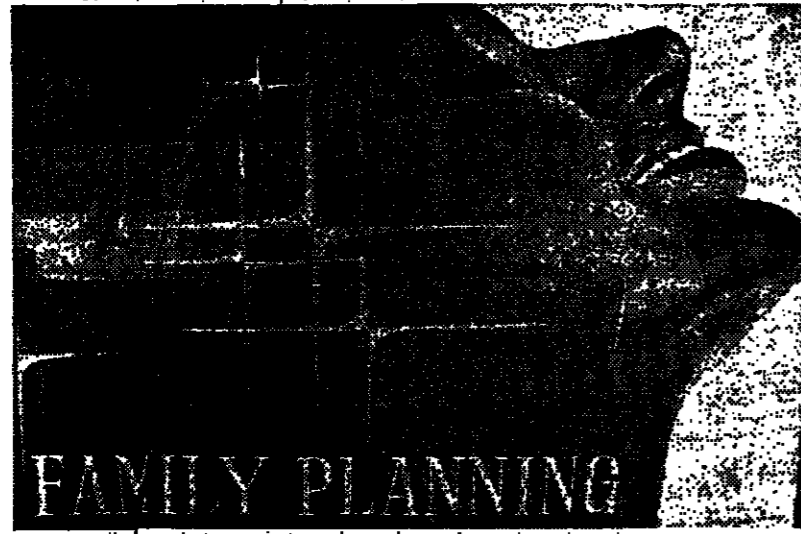
I travelled third class for the three-day trip from Chongqing in Sichuan province to Wuhan, the capital of Hubei province, 900 miles due east to central China...

had been commanded by the officer from the West German CID to be an unofficial guide and translator. Since he had been kicking his heels waiting for a visa to study in the US...

third class canteen, he wheedled me into the rather more salubrious second class restaurant for dinner. Even better, Mr Wang knew how to get into the second class lounge - all lanes, armchairs and spittoons. It seemed to be populated by fanatical mah jong players.

On the third day the Yangtze spread into middle age, slowed down and distributed its riches across a pancake-flat plain. The river banks receded and dissolved into the distant haze.

The 3m-strong city. I caught a bicycle rickshaw to the People's Hotel (a frayed twin room with bathroom cost \$3 a night). Dinner, £1.60 for a slap-up banquet for two, was at a privately-run pavement restaurant on the same street.



A poster extols the virtues of China's family planning programme

The mah jong junkies played all day and probably all night. They acknowledged the passage of the ship through 150 miles of towering Yangtze gorges with a few moments' frantic photography on the second class observation deck before scurrying indoors for a piece of real drama.

At dusk on the third day the ship glided under the oldest of the bridges spanning the Yangtze - a mile long and built in 1877 with Soviet help. At Wuhan dock the German detective and his colleagues frogmarched Mr Wang to the only expensive hotel in

the city. My third class ticket cost the equivalent of about £11, excluding food. The second class fare is a little more than double that. A western face meant that I could use the second class lounge and lounge without challenge.

HOLIDAYS & TRAVEL

FRANCE: THE ORIGINAL... Kingsland HOLIDAYS: DORDOGNE PROVINCE CHARENTAIS-MARITIME... ITALY: Villas and hotels in Italy... Let your body take a holiday... PORTUGAL: ALGARVE EARLY BOOKING DISCOUNTS 1989... LANZAROTE & Algarve... MEDITERRANEAN: LIBRA HOLIDAYS

Sell your Car through the FT. Probably the closest you'll ever get to a perfect market... Weekend FT 01-895 9715

AFRICA: The Wildlife Safari Experience in Kenya & Tanzania... SAFARIS: Botswana, Zimbabwe & Zambia with Grenadier TRAVEL... EGYPT: Tailor made Holidays and Flights... ASIA: CHINA/USSR/MONGOLIA... NORTH KOREA... SHERPA EXPEDITIONS... NEED A HOLIDAY?

SPECIAL INTEREST/ACTIVITY: TUSCANY: Walk across the Tuscan hills from Etruscan Volterra... HORSE RIDING HOLIDAYS... WORLD WIDENER: Our 1989 brochure of wildlife, wilderness, adventure and cultural journeys... TRAVEL SERVICES: FOR THE DISCERNING TRAVELLER... RENTALS: Renting out your HOLIDAY HOME?

FRANCE: THE ORIGINAL... Kingsland HOLIDAYS... ITALY: Villas and hotels in Italy... Let your body take a holiday... PORTUGAL: ALGARVE EARLY BOOKING DISCOUNTS 1989... LANZAROTE & Algarve... MEDITERRANEAN: LIBRA HOLIDAYS... SIMPLY CRETE... SIMPLY TURKEY... EUROPEAN CITY BREAKS... MALAYSIA... GREECE... AMERICAS: JOURNEY LATIN AMERICA... CARIBBEAN SPECIALISTS... GREECE: VASSILIKI

MOTURING

Choice pickings for Mr & Mrs Average

What does the British motorist look for in a new car? Reliability, above all, says Stuart Marshall

THE AVERAGE British motorist, if there is such a person, covers about 9,000 miles (14,500 km) a year and thinks nothing is more important about a car than its reliability.

readers of this column who write me "What car should I buy next?" letters brush aside such things as standing start acceleration times, too.

though many want to know if the seats will suit a driver who suffers from backache.

ably manage to point readers in the direction of two or three cars I think would reasonably meet their needs.

able. "Most driving," he wrote, "is on a cold engine in second or third gears at about 20 mph.

conceded that its ride was not too good on the pave, either.

lowing requirements: To have high clearance for use on rutted tracks and good suspension for comfort on very uneven

What did I come up with? I thought the car most likely to meet the needs of my reader and his wife would be a Honda Civic Shuttle, preferably with the optional automatic transmission.

The high price of performance

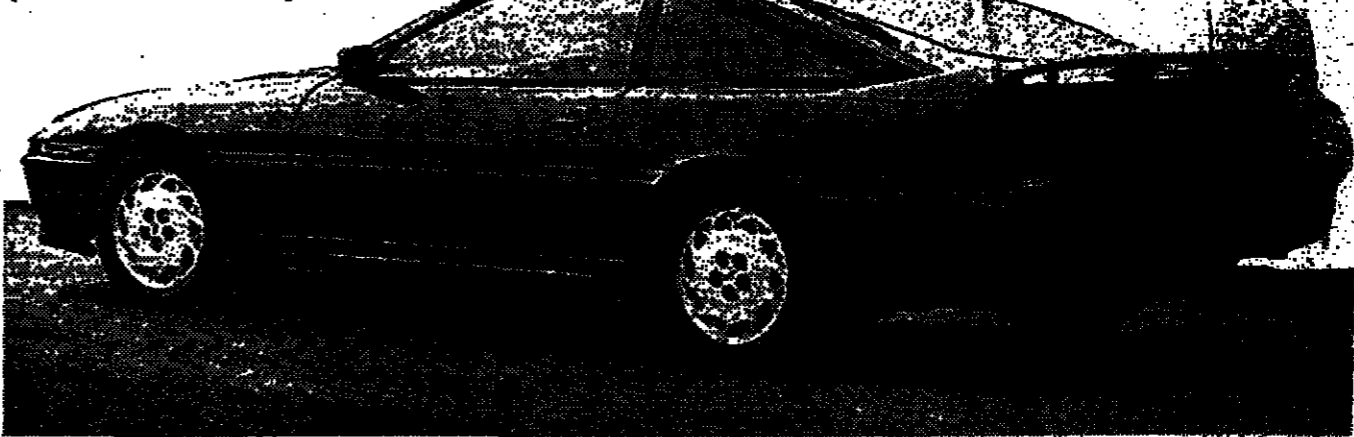
PORSCHEs are expensive. The cheapest a four-cylinder, 2.7-litre engine 944, costs £26,991 and you can pay as much as £109,078 for an air-cooled, flat-six cylinder, rear-engine 911 Turbo Cabriolet.

you could believe the gears were directly under the lever.

manual transmission, £22,961 for the automatic. These prices are about £2,200 more than those of the normal, non-turbocharged Supra, but Turbo buyers get leather upholstery and air conditioning as standard (they add £3,578 to the price of a Porsche 944) as well as enough extra muscle to boost the maximum speed to a claimed 153 mph/246 kmh.

brakes, power seat adjustment and all the Porsche's goodies except the built-in alarm.

The Toyota Supra Turbo: one gets more cylinders and performance for the money



By previous Porsche standards - and practically everything but the basic car was an optional extra - the 944 with which I have just spent an enjoyable week was very well equipped.

Porsche claims a top speed of 137 mph/221 kmh and 0-62 mph/100 kmh acceleration in 8.2 seconds.

More important, the Turbo's torque (pulling power) is 35 per cent higher at 3,500 rpm, which means more vigorous acceleration without changing down at the speeds one is able to use in the real world.

Both kinds of Supra have three-litre, six-cylinder, 24-valve engines. Even the cheaper one is air conditioned and has cruise control, ABS

S.M

A 2.7 litre four-cylinder sounds more like a light truck engine than what you would expect to find under the bonnet of a high-performance sports car.

Luggage space and rear seat legroom are limited; it is a two-person car. The only people who might sensibly have a 944 as their sole car would be a childless and friendless couple who never needed to carry anything bulky.

The Porsche 944: never mind the price, just feel the quality

It is hard to describe Porsche quality in words, though one is aware of it within minutes of getting behind the wheel.

Astra family grows up

VAUXHALL has launched a 32-strong Astra range for 1989. There are no major changes but the cars now have the family look of the larger Cavalier and Carlton and specifications have been improved.

Prices are £10,546 for the Astra 5-door CD hatchback; £10,676 (Astra Belmont CD saloon) and £9,984 (Astra LXI estate).

engines of between 1.1 and two-litre capacity. All run on leaded or unleaded fuel. There is also a 1.7 litre diesel.

Three new additions are luxurious CD trimmed versions of the five-door hatchback (pictured right) and four-door saloon, and a five-door LXI estate. They have many features of the sporting SRI series and all are fitted with 1.8 litre engines developing 112



horsespower. Prices are £10,546 for the Astra 5-door CD hatchback; £10,676 (Astra Belmont CD saloon) and £9,984 (Astra LXI estate). According to model, buyers have a choice of seven petrol



Three new additions are luxurious CD trimmed versions of the five-door hatchback (pictured right) and four-door saloon, and a five-door LXI estate. They have many features of the sporting SRI series and all are fitted with 1.8 litre engines developing 112

JAGUAR AUTHORISED DEALERS. GUY SALMON JAGUAR. 1985 (E) JAGUAR XJS V12 JUBILEE. Chest over seat with diamond, wooden steering wheel, gear knob and centre console, boot and roof spoilers, twin headlamps, Macho alloy wheels, 24,000 miles. £24,990.

Racing Ahead IWR JAGUAR. COVENTRY (0203) 404641. 88 (F) JAGUAR XJS V12 Coupe. Bordeaux/magnolia pinstriped interior, alloy wheels, 5,000 miles. one owner, excellent condition. £22,995.

MOTORTUNE. 1988 (E) JAGUAR XJS V12. Finished in black with saddle grey leather interior, 21,000 miles. £21,750.

ARMITAGE WALKER. 1987 E. Jaguar Sovereign 3.6. Auto. Finished in solent blue with dark leather interior, 30,000 miles. £24,450.

LEASING. It costs nothing... to find out about the most competitive business motoring packages available.

LOTUS USED CAR REGISTER. Only official dealers can register with this scheme. All cars are therefore covered by the Lotus Approved Warranty and receive: A 70 point check, Full factory support, Recovery service, Monthly magazine.

HOOPER. ESTABLISHED 1907. 1988 (DEC) Bentley Turbo R. Belmont Green/Parchment. 89 spec. P.O.A. 1987 (DEC) Bentley Turbo R. Windsor Blue/Magnolia. 10,000 miles. £81,500.

MAGPIE. 1988 (E) 735i A SE. Lachs silver, black leather, 10,000 miles. £30,995. 1988 (F) 535i A SE (New Shape). Alpine white, compact disc, 7,000 miles. £27,595.

SAAB AUTHORISED DEALER. SWINDON. Telephone: 0793 615000. Telephone: Sundays 0838 513340.

HARTWELLS. 1987 (E) R/ROVER VOGUE EFI MANUAL CASPIA/OSP/REY 21878 Miles. £19,950.

ST. GODRIC'S COLLEGE LONDON THE SCHOOL OF ENGLISH. We offer a range of highly acclaimed "English As A Foreign Language" courses with all requirements from Preliminary Studies to Cambridge First Certificate and Proficiency Examinations.

INSTITUT DE FRANCAIS. The most renowned school for French. Overlooking the River's most beautiful bay. MAKES LEARNING FRENCH A WONDERFUL AND UNIQUE EXPERIENCE.

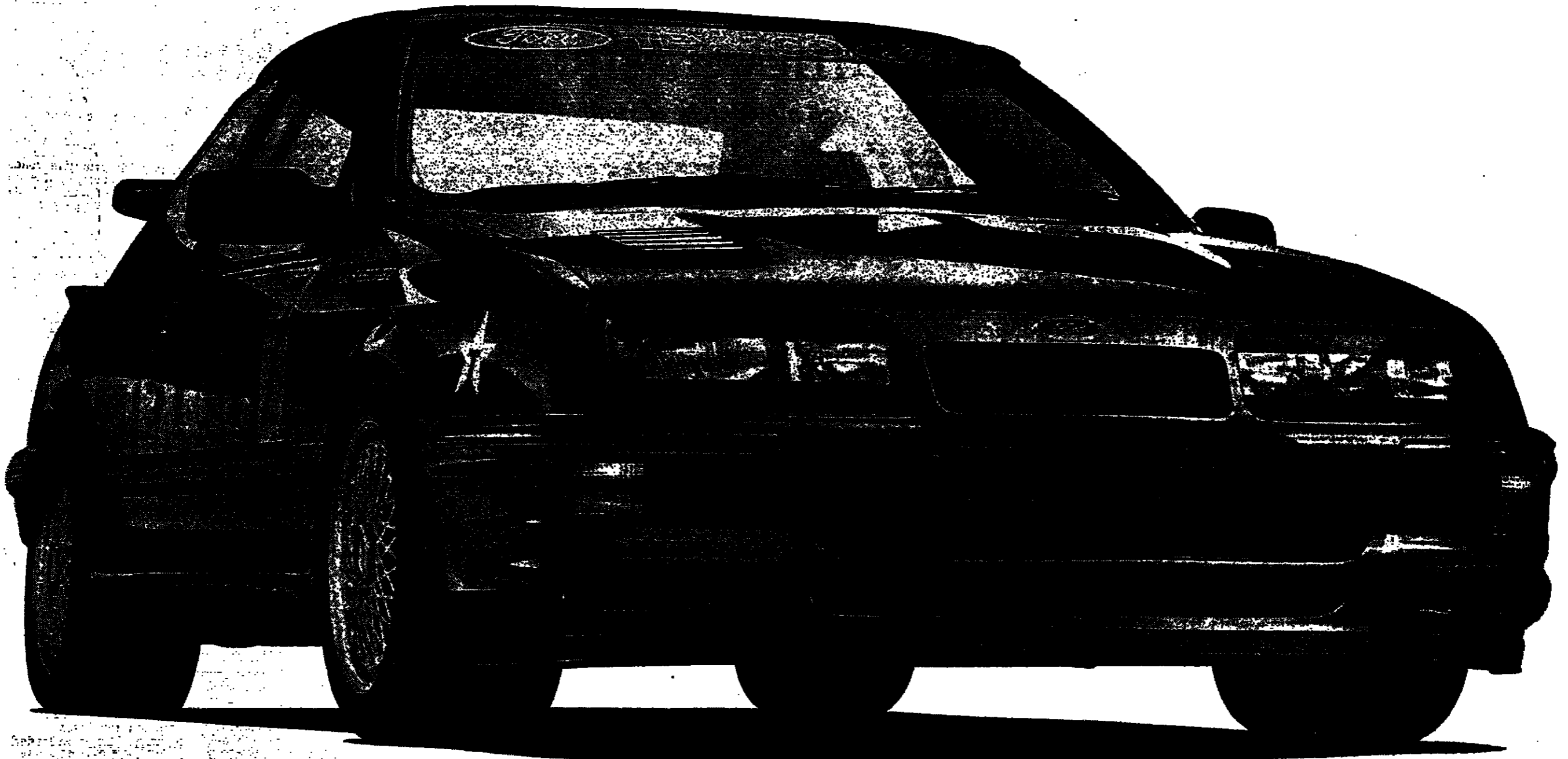
PERSONAL. CLUBS. AUTHOR'S Your book published. For details: FT, Attention Press, 1 Elystan Place, London SW3 2LA.

HARTWELLS. 1986 (C) JAGUAR SOVEREIGN 4.2 AUTO. Racing green/Darkkin 29968 Miles. £11,950.

CONTRACT HIRE. Including maintenance. PEUGEOT 205 GTI 1.6 £199 p.m. ROVER 216s £192 p.m. NOVA 1.0 L 3dr £118 p.m. METRO 1.0 CITY 3dr £123 p.m. CITROEN BX £159 p.m. ESCORT 1.3 POP 3dr £148 p.m.

To advertise on the Financial Times Motor Car pages please call Andrew Herring on 01-895 9719

هنا من القليل



The most competitive car in Britain. Now it's even harder to beat.

It's established quite a record, the Sierra.

A World, and European Champion on the race track.

A British, German, French, Spanish and Italian Champion on the rally trail.

And, in spite of the competition from all the other cars in its class, still easily the biggest seller on the road.

Why?

Partly because it has by far the finest range - turbo-charged Cosworths, fuel injected luxury Ghias, rugged diesels, high performance four wheel drives, a whole array of hatchbacks, Sapphire saloons and an exceptionally handsome estate.

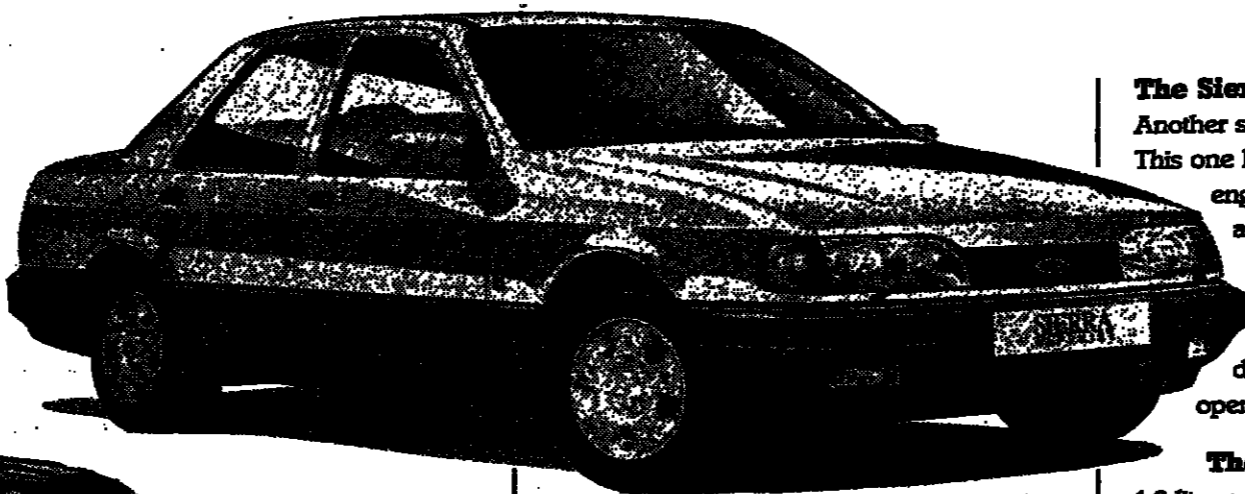
It also has all the service back up you expect of Ford.

And, of course, no matter how successful, Ford never stop improving it.

Recently even more features that used to be options were made standard, making Sierras better value than ever.

Here are just a few examples.

Your Ford dealer could show you many more.

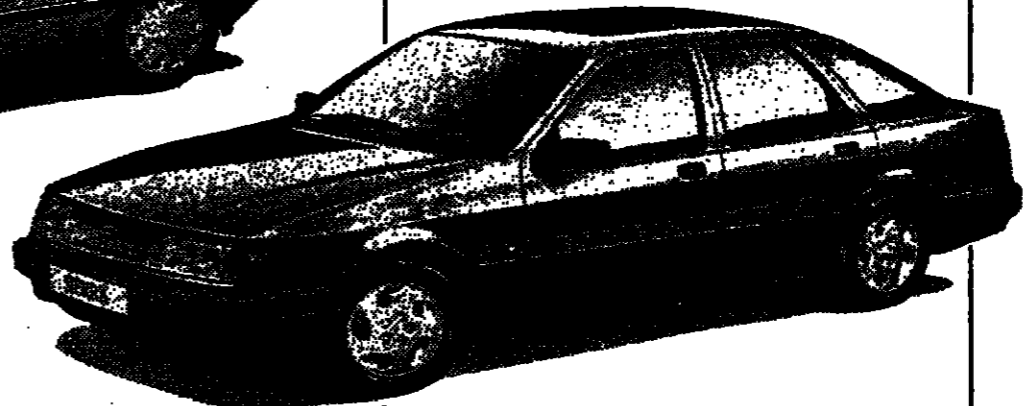


The Sierra Sapphire GLS.

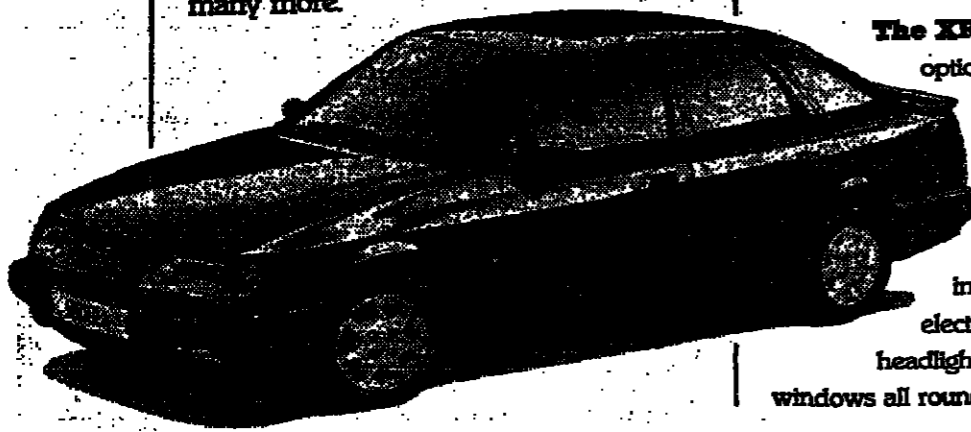
Another swift Sierra and one of the smartest. This one has the 2.0 litre fuel injected engine, both powerful and smooth, and good firm suspension which gives it a crisp sporting feel. Recent improvements include headlight wash/wipe and a delayed action courtesy light operated by all four doors.



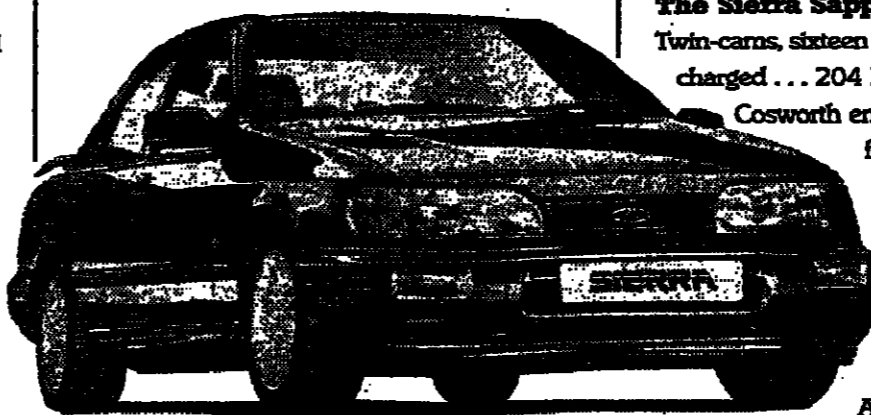
The Sierra Estate. One of the best looking estate cars on the road, there are four models to choose from, L to Ghia, including a 2.9 litre Ghia 4x4. All recently improved by loads of extra equipment.



The Sierra I and LX. Come with 1.6 litre or, at no extra cost, a 90 PS 1.8 litre engine, the LX shown has a 2.0 litre option. Both have tilt/slide sunroof, tinted glass, radio aerial in the rear screen and 6-speaker all-electronic radio/cassette. The improved LX has central locking, 14" wheels, sporty good looks and a host of other refinements.



The XR4i. Four wheel drive and optional anti-lock brakes, with a 150 PS, 2.9 litre, fuel injected V6 engine - a performance car for all conditions. Standard specification now includes such features as the electrically heated windscreen, headlight wash/wipe and power windows all round.



The Sierra Sapphire Cosworth. Twin-cams, sixteen valves, fuel injection, turbo-charged... 204 PS from a 2.0 litre Cosworth engine. A quiet, sophisticated, four seater saloon with a maximum speed of 150 mph and acceleration to match - it out-performs rivals that cost twice as much. It's grown out of racing. And it shows.

Sierra standards raised again. 

COUNTRY PROPERTY

Knight Frank & Rutley



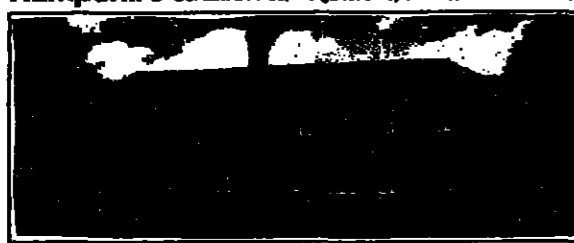
Buckinghamshire

Burnham, M4 (Junction 7) 3 miles, M40 (Junction 2) 3 miles, Heathrow Airport 11 miles, London 21 miles. A beautifully presented house in open countryside with excellent communications.

London 01-629 8171
20 Hanover Square, London W1R 0AH

Humberts Residential

Hampshire Cotnam 3 miles, M3 (Junction 5) 5 miles, London 40 miles



An outstanding and secluded family house dating from the 16th Century surrounded by extensive open countryside.

London Office: Humberts, Chartered Surveyors
01-629 6700 25 Grosvenor Street, London W1X 3FE
Telex: 27444

PRUDENTIAL
Property Services



WEST DORSET

WHITE LACKINGTON, MIDDLETRENTIDE
An attractive detached period residence situated in the sought after Fiddle Valley in excellent condition throughout.

Over 800 offices throughout the country.

HAMPTONS



BERKSHIRE, KNOWL HILL
Impressive modern detached house with spacious, versatile accommodation.

WOODLANDS FOR SALE

THE CONGRESBURY WOODLANDS
Near Bristol, Avon
26 acres of mainly coniferous plantations including high quality stands of mature timber ready for felling and younger plantations for thinning.

Sporting rights included in both sales.
Full particulars and a list of woods for sale throughout the UK from:
John Clegg & Co.

BURY ESTATE OFFICE, CHURCH STREET,
CHESHAM HP5 1FF. TELEPHONE: 0484 784711

CORNISH MANORS
ST IVES/PENZANCE
Superior Holiday Homes from only £25,950
New 23 bedroom Holiday Homes in grounds of Cornish Manor. Indoor pool and lots of facilities. Full management services. Self financing. CAPITAL GAINS TAX RELIEF
Brochure: KENEGIE MANOR, GULVAL, PENZANCE, CORNWALL (0750) 6671

PROPERTY

Sales volume – the £840bn question

John Brennan sifts through a mountain of statistics and finds there's one key element missing

WHAT YOU might call a *dance macabre* of conflicting percentages, the residential property world presents its annual random display of year-ahead forecasts. Since it is now fashionable to treat the residential market as a case for serious statistics, this year's crop of agency reports measures close on 2 ft tall in its precariously compacted form. Luckily, the amassed wisdom of the estate agency community can be summarised in a few words.

Like any middle-man, the agents' business depends far more on the volume of sales than on the price of the trading stock. Making forecasts about price changes is, then, a neutral activity. Never mind the price, watch the turnover. Forecasts of sales volume, however, are business-sensitive figures. If, as seems likely, 1989 turns into a tortoise market,

genuine state of the market and the difference between the value of all those privately-owned homes today, and tomorrow. So, sales volume forecasts are the missing link in any forward view of 1989, and they are missing for good reason.

One agent who is willing to put some sales volume forecast figures on the line is Robin Paterson, managing director of Fox Holdings Group's London operation, Bernard Marcus. "We are forecasting a drop in sales volume of a third this year," says Paterson. Not that this means an idle year ahead for Bernard Marcus staff.

Paterson is just as open about the impact of a tough market on the workload of a sales agency's staff. "The effect of a buyers' market is that the viewing rate becomes very high. Last year, we were able to average one sale for every 20 viewings. This year, we would expect that the average would rise to 75 viewings for one sale."

They don't think will sell easily, and are likely to take a tough line with prospective vendors on agency commissions. "A lot of people have been surprised when we say to them that we don't think that we should take their property on to our books. But if you are not selective, you can get to the situation where you have drawers full of properties that will never sell. It is a total nuisance to have agents ref by agents. Other agents find their books, but that is the situation," says Paterson.



AMONG THE things worth remembering about cottages is that, over the centuries, people's average height has increased by several inches. Whether this really is the result of school milk, improved public health care, or merely a devilish plot against the makers of step-ladders, the result is the same. If the cottage is pre-1850 (or even worse) pre-1750, then anyone who must bend to get into a taxi will bang their head on the pictureque, and all too solid, beams.

A Mini standing up, but their lifestyle dictated a decent amount of gracious room height – if only to accommodate the smoke from the open fires.

cottage – The Doves (pictured) in the hamlet of Ayot St Lawrence in Hertfordshire, a few miles from St Albans. It could hardly have failed to attract the attention of GBS because it was built opposite his home.

COUNTRY PROPERTY

SAVILLS



HERTFORDSHIRE/ESSEX BORDERS
Harlow 1 mile, M11 3 miles, M25 7 miles, Central London 23 miles, Liverpool Street Station 35 minutes. A substantial family house renovated and improved to the highest standards and set in open countryside well placed for the commuter.



ESSEX – Near Kelvedon
Colchester 10 miles, M25 access 27 miles, Stansted Airport 30 miles. A very prestigious country house in commercial use occupying a prominent position with long frontage to the A12 trunk road.



HERTFORDSHIRE – Bedfordshire Borders
Markyate 1 mile, Luton 3 miles, (St Pancras 25 minutes), M1 (Junction 9) 3 miles, Harpenden 6 miles. A superb Grade II listed family house set in rolling countryside.



WARWICKSHIRE – Stourton
Shipston on Stour 5 miles, Moreton in Marsh 8 miles, Banbury 12 miles. Magnificent listed Grade II 18th century mill house set in an auspicious rural location on the banks of the river Stour.



HERTFORDSHIRE – Much Hadham
M11 7 miles, Bishop's Stortford Station (Liverpool Street 41 minutes), Stansed 8 miles. A lavishly appointed listed country house of classic proportions offering outstanding views.

01-499 8644 20 Grosvenor Hill, London W1X 0HQ

PROPERTY

Sellers' market

ONE SECTION of the housing market where there are still more buyers than sellers extends from manor houses to period farmhouses with amenity land, through to period village cottages.

The contrast is, as the agents note, one which emphasises the fact that period property values move in a way quite dissimilar to the changing values of ordinary houses.

It is much the same for farmhouses without the farm, with K&F's figures showing an 85 per cent increase in the Highlands and increases of 60 per cent or more in Cumbria, Yorkshire, Leicestershire, Hertfordshire and Norfolk.

These regional percentage price increases do, of course, reflect a comparatively low start-of-year value in most of the more remote areas.

Looking ahead, K&F doubts if anyone would want to be unduly active in the market until the spring. By March, however, the agent believes that there will be an acceleration of market activity fuelled by the limited supply of period houses.

Best bets for the price-sensitive manor house-buyer are Durham, Cumbria and Nor-

COUNTRY COTTAGE PRICE GUIDE

(Prices at the end of 1988)

Below £100,000

Cornwall, Devon, Nottinghamshire, Durham, Lancashire, Northumberland, all Scotland, all Wales.

Above £100,000

Derbyshire, Leicestershire, Lincolnshire, Cumbria, Norfolk, Shropshire.

Around £200,000

Bedfordshire, West Sussex, East Sussex, Kent, Essex, Northamptonshire, Somerset, Yorkshire, Oxfordshire, Avon, Dorset, Cheshire, Hereford & Worcester, Staffordshire, Suffolk, Cambridgeshire, Wiltshire, Gloucestershire.

Around £300,000

Wiltshire, Surrey, Hampshire, Hertfordshire.

Above £300,000

Buckinghamshire, Berkshire.

Source: Knight Frank & Rutley

PAULINE STURGEON has a list of a couple of thousand people who hand over the keys of their home regularly to comparative strangers.

These are the customers of Homesitters, home-owners that Pauline Sturgeon helps to link with a 400-strong network of mainly retired people ready to keep homes throughout the country occupied and pets fed.

Homesitters was started seven years ago by Mike Shepherd-Smith as a way to solve the problem of how to keep the household ticking over while on holiday without exhausting the neighbours' goodwill.

Not having to worry about whether you really have turned off the gas, or if a burglar will slip past the neighbours' gaze, costs £11 a day plus food for a minimum of four days after a one-time £20 registration fee for new cus-

Strangers in the house

Don't worry, though: they're just homesitters, says John Brennan

tomers. Goldfish and hamsters are free, looking after the cat adds 50p a day to the bill, and dogs range from £1.20 to £1.65 a day according to size.

Homesitters does occasionally look after homes with an occupied granny flat. "We wouldn't look after a house with an elderly person who needed any medical or nursing attention but, if a family is going away and a fit and active older relation is staying on, we'd probably be able to arrange that."

Matching sitters to home is something of an art. Customers are encouraged to meet prospective sitters before they hand over the keys so they can show them around and make sure they are comfortable with the company's choice.

Most of the sitters, Sturgeon explains, "are active people in their 50s and 60s. Most have been housewives for years. Their time is now their own, and so bank holidays and the usual holiday periods no longer hold the same appeal for them."

be non-smokers and female - unless the property is remote - but often are keen to have a couple move in. The costs for two people are the same as a single sitters, and home-owners are not expected to provide for the living costs of the second person.

Sitters have to make sure that the property is not unattended for more than three hours in daylight or an hour after dark, a continuity of occupation that scores premium reductions on some household insurance policies.

It is part of the job to be polite to neighbours, no matter what, and sitters are barred from holding parties or noisy parties. They are expected to keep notes of messages - but not to tell visitors where the householder is unless that has been agreed.

Ideal home

EARLY VICTORIAN rectories win every poll when town-dwellers are asked about their ideal of a country home.

And the Old Rectory at Winterbourne Steepleton, five miles west of Dorchester in Dorset, matches the ideal on a number of other counts.

This is one of the high church country parsonages, built in the west country in the mid-19th century, that used imported Caen stone as a facing to add gravitas to a long-valetted class of hunting, shooting and fishing rectors.

Seven bedrooms, a modern kitchen and a new "Victorian" conservatory make it the most popular shape and size. To complete the picture, there are enough outbuildings to satisfy the most enthusiastic work-from-home or convert-the-barn enthusiasts.

Since the Old Rectory property includes the former village



schoolroom - a 39 by 20 ft addition complete with its own stairs.

A one-acre garden fails to meet the paddock-fanciers' needs but local farmers are, no doubt, queuing already

to offer a slice of nearby land to any incomer with an urge to play equine.

Dorchester and Weymouth, which is eight miles to the south, share the mainline rail services into London Waterloo.

The Old Rectory is on the books of Residential Property Services, Prestige & Country Homes (tel. 01-493-6282) or its Dorchester office (0305-68755) for around £400,000 freehold.

LONDON PROPERTY

Advertisement for JOHN D WOOD & CO, featuring various property listings in London and the Country. Listings include properties like 'REVERLY HOUSE PARK ROAD, NW1', 'REVERLY PARK TERRACE, NW1', 'CARLYLE SQUARE, SW2', and 'PALACE GARDENS TERRACE, W1'. Each listing includes details on bedrooms, bathrooms, and other features.

Advertisement for Award Winning Retirement Housing, The English Courtyard Association. It offers retirement housing with prices from £125,000 to £175,000, located at 8 Holland Street, London W8 4LT. Contact: 01-937 4511.

Advertisement for ANDRE LANAUVER & Co LIMITED, featuring French Country Properties. Listings include 'NORMANDIE' (FFP £20,000) and 'FRENCH COUNTRY PROPERTIES' (Manor house in need of modernisation). Contact: 9 Old Bond Street London W1X 3TA. Tel: 01-499 0587 FAX 01-493 5329

Advertisement for CENTRAL SCOTLAND 258 ACRES PLANTATION AND PLANTING LAND. Features include Sitka Spruce approaching income phase, excellent access from M80, well placed for major timber processors, and Roe deer stalking - Pigeon shooting. Contact: Fountain Forestry Limited, 112/187.

Advertisement for OXSHOTT, (Surrey) On Crown Estate. An expensively enlarged and improved 5 Bedroom character home, beautifully decorated, fitted and carpeted. £675,000 Freehold. Contact: Trenchard Arlidge Oxshott (0372) 843833 or Cobham (0932) 64242

Advertisement for CZECH & SPEAKE OF FERNYX STREET. MAKERS OF FINE BATHROOMS. The Czech & Speake Bathroom, as mentioned in discriminating estate agents' particulars, is the only bathroom brand to give added value to your home. Stockists, information and brochures: 01-930 4367

LONDON PROPERTY

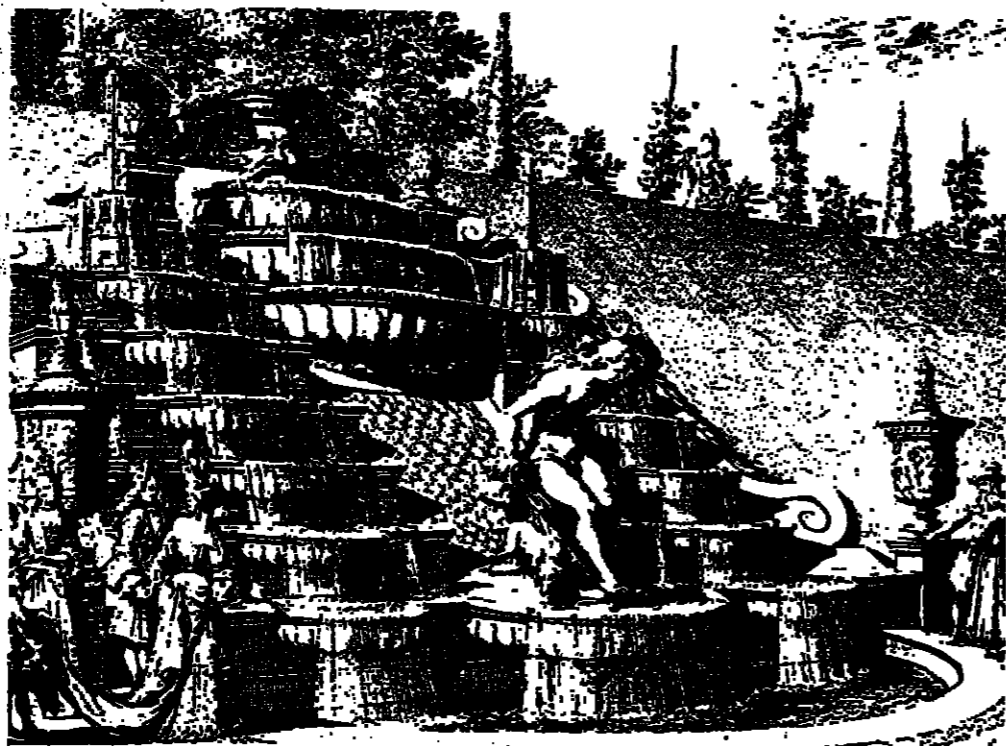
Advertisement for 3 OR 4 BED HOUSES REGENCY STYLE - LONDON SW6. Features include 7% MORTGAGE.

Advertisement for HAMPSTEAD NW.3. Four individually designed luxury apartments. Fully fitted kitchens, Gas C.H. Central heating throughout. Terrace/Garden. Victorian Design £485,000, Georgian Design £525,000, Scandinavian with Sauna & Health spa £550,000, New York Pent-house £565,000. Contact: Towerdon Properties Ltd, St. George's House, 14, Cavendish St., Hampstead, Cambs. PE18 6BD. Tel: (0480) 432111 Fax: (0480) 57572

Advertisement for PRUDENTIAL Property Services. Listings include: HYDE PARK OFFICE, 40 CONNAUGHT STREET, W2 2AB. Tel: 01-262 5060; MAYFAIR OFFICE, 47 SOUTH AUDLEY STREET, W1Y 5DG. Tel: 01-629 4513; PIMLICO OFFICE, 23 SUSSEX STREET, SW1 4RR. Tel: 01-634 9998; QUEENSBOROUGH TERRACE W2, £190,000; FETTER LANE 60A, £125,000; PIMLICO SW1, £195,000; BAYSWATER W2, £260,000; WESTMINSTER SW1, £199,500; GREENHAVEN COURT, £235,000; KENSINGTON OFFICE, 116 Kensington High Street, W8 7RW. Tel: 01-937 7244; LITTLE VENICE OFFICE, 26 CLIFTON ROAD, W9 1SX. Tel: 01-286 4632; CLARENDON GARDENS, £600,000; LITTLE VENICE W9, £600,000; WARRINGTON CRESCENT, £275,000; LITTLE VENICE W9, £275,000; ADAM & EVE MEWS, KENSINGTON W8, £425,000 EACH; WARRINGTON COURT, ASBINGDON VILLAS W8, £395,000; CHELSEA OFFICE, 2 CALE STREET, SW3 3QU. Tel: 01-569 5211; SEYMOUR WALK SW10, £465,000; MILL STREET SW1, £230,000; TOWER BRIDGE OFFICE, 220 TOWER BRIDGE ROAD, SE1 2UP. Tel: 01-357 6911; PENNINGTON COURT, THE HIGHWAY, WAPPING E1, £192,500; NEW CONCORDIA WHARF, MILL STREET SW1, £230,000.

GARDENING

BUSINESSMEN laying out new gardens, write... are idealising country life for town dwellers...



The Cascade of Narcissus, an etching from the Anglo-Dutch exhibition

Christie's goes Dutch

Robin Lane Fox toasts Holland's gardening taste

The cue for this show is the Glorious Revolution, the 300th anniversary of which is now in its second year...

artificial. King William set the tone at Hampton Court and Kensington Palace, where his legacy is still visible...

introduced to nasturtiums and a host of bulbs from South Africa. In the 1680s, they invented a new type of heated glasshouse...

and dealers in the Netherlands were leaving their urban squares and avenues and heading for reclaimed suburbs...

tries, the pursuit stretched way beyond the aristocracy. When William came to England in 1688...

In England, how do you tell a Dutch gardener from a French one, or from one influenced by an early tour into Italy?

The most fascinating pictures in the exhibition are of people in lesser-known gardens. In 1706, you could have visited Pierrepont House in Nottingham...

At Denham House in Buckinghamshire they had built a diamond-shaped arboretum, used too much white paint, packed in the "classical" statuary...

At the same time, the quantities of nursery plants were multiplying in England, so that the historian Keith Thomas has traced the origin of our modern love of plantsmanship...

Between 1630 and 1680, town-dwelling businessmen

Winter warmers for warmer winters

Arthur Hellyer is on guard against Jack Frost



THE exceptionally mild weather that has encouraged roses to go on producing the occasional bloom...

If this seems a little perverse, it is prompted by long experience that winters which start mild are apt to finish fierce...

There is nothing that one can do outdoors to hold plants back, but one can take steps to see that they are sensibly protected...

These commissioned portraits of the gardening classes' latest efforts are immensely revealing. They show you the homespun countryman and the smartly-dressed conchman...

What is required is something that will break the force of biting winds which do so much of the damage, especially to evergreens...

around the plant and keeping it together with few loops of plastic wire. Such screens last for years and can be dismantled quite easily...

My herbaceous plants are being protected with fibre fleece, the fairly new woven plastic material which I mentioned earlier in the winter...

I must stress that, so far as I am concerned, this is still an experimental method of protection. The fleece feels so warm and yet is so light that I am

It is only when stems are clearly dead, either brown or black, dry and brittle or decaying that they should be cut out...

TIME IS YOUR MOST PRECIOUS RESOURCE. FACTMASTER HELPS YOU MAKE THE MOST OF IT.

YOU'LL WONDER HOW YOU EVER MANAGED WITHOUT IT.

- DO YOU... find it difficult to plan holidays well in advance? feel that overseas trips are less productive than they should be? not enjoy your job to the fullest? These are all symptoms of inadequate personal organisation and task management...



THE UNIQUE FACTMASTER TIME MANAGEMENT SYSTEM.

The Time Management section is a powerful tool, guaranteed to keep your projects moving forward on time and according to plan. Programming is simple and logical. Major tasks and objectives are entered into the system in order of priority with start/finish deadlines...

AN INVESTMENT FOR LIFE... A PLEASURE TO POSSESS.

As you would expect from the Financial Times, not only is Factmaster an invaluable business aid - it is stylish and elegant in its own right, produced to a quality which we believe to be far superior to anything else on the market.

WHAT IS FACTMASTER?

FT Factmaster is a flexible, yet carefully structured system of personal organisation and time management that adapts itself to your specific needs. With a very small investment of your time, your personal effectiveness will be transformed...

FACTMASTER HAS THREE MAIN FEATURES:

- Firstly, there is the portable ring binder which allows you to take everywhere only those pages or sections you really need on any particular day. Secondly, there are 6 different printed sections which you can use to load your Factmaster in the way that suits you best. Diary Section - includes a full year's page-per-day diary starting in the month of your choice. Travel Section - contains sheets for business expenses, travel itineraries, route planners, travel checklists, motor running expenses and business contacts. Task Management Section - The Financial Times' own practical and highly efficient time management system. Includes task priority indexes, task overviews, sub-task/action/timetables and work load charts.

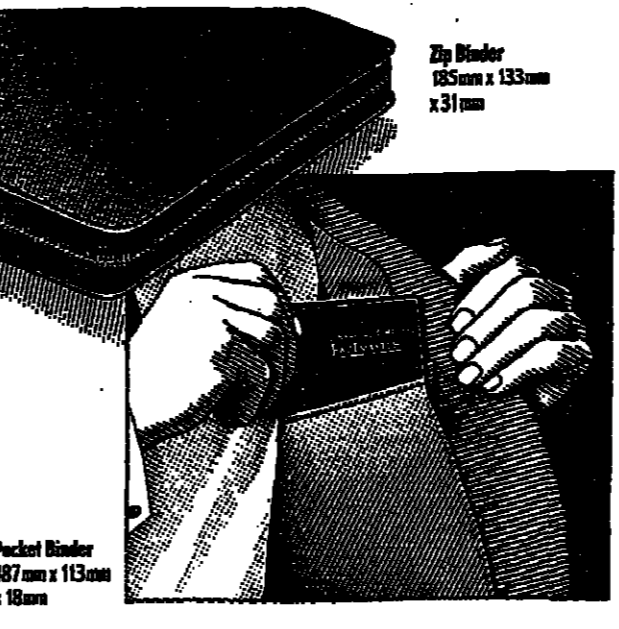
Binder - 183mm x 135mm x 31mm. Desktop - 127mm x 177mm x 107mm.

Analysis/Private Investment Section - includes tables to monitor shares, overseas investments, insurances and year-end summaries, analysis sheets and graph pages in metric, imperial and logarithmic scales.

Address/Notes/Staff Section - pages enabling you to instantly jot down every conceivable note, idea, telephone number or staff record you may wish to store.

Slender Pack - consists of all the main tabs, 14 international city centre maps, London and UK maps plus all the basics for a full task management system.

Thirdly, there is the desk top database designed to store your completed, spare or alternative pages. If personal organisers are new to you, we recommend you buy the Complete Serplus binder of your choice for the most cost-effective introduction to the full Factmaster system.



Zip Binder - 185mm x 133mm x 31mm. Pocket Binder - 187mm x 113mm x 18mm.

And finally there is the classic slimline pocket-size binder in smooth black cow hide with real gold-plated rings, and pockets for bank notes and 8 credit cards.

The Factmaster Desktop is also an asset to any desk. This stylish black box with elegant gold embossing and hinging is designed to store and organise your completed, replacement and spare pages, and comes complete with its own FT pink section dividers.

PERSONALISED WITH YOUR INITIALS

For a modest additional cost, the cover of your Factmaster binder can be gold-blocked with your initials.

THE BUSINESS GIFT THAT MEANS BUSINESS

If you are looking for a business gift that is original, practical, highly memorable and reflects the prestige of your own company, you've found it! You only have to imagine your own reaction to receiving a Factmaster as a gift, to appreciate the impact it would have on your most valued clients and staff.

The new FT Collection full colour catalogue illustrates how the FT Factmaster is just one range of superbly crafted items in the new FT Collection. Other items include the prestigious range of FT diaries, the new expansion series of FT Essentials for the Boardroom and the stylish FT Wall Calendar - destined to be the most sought-after gift of the year!

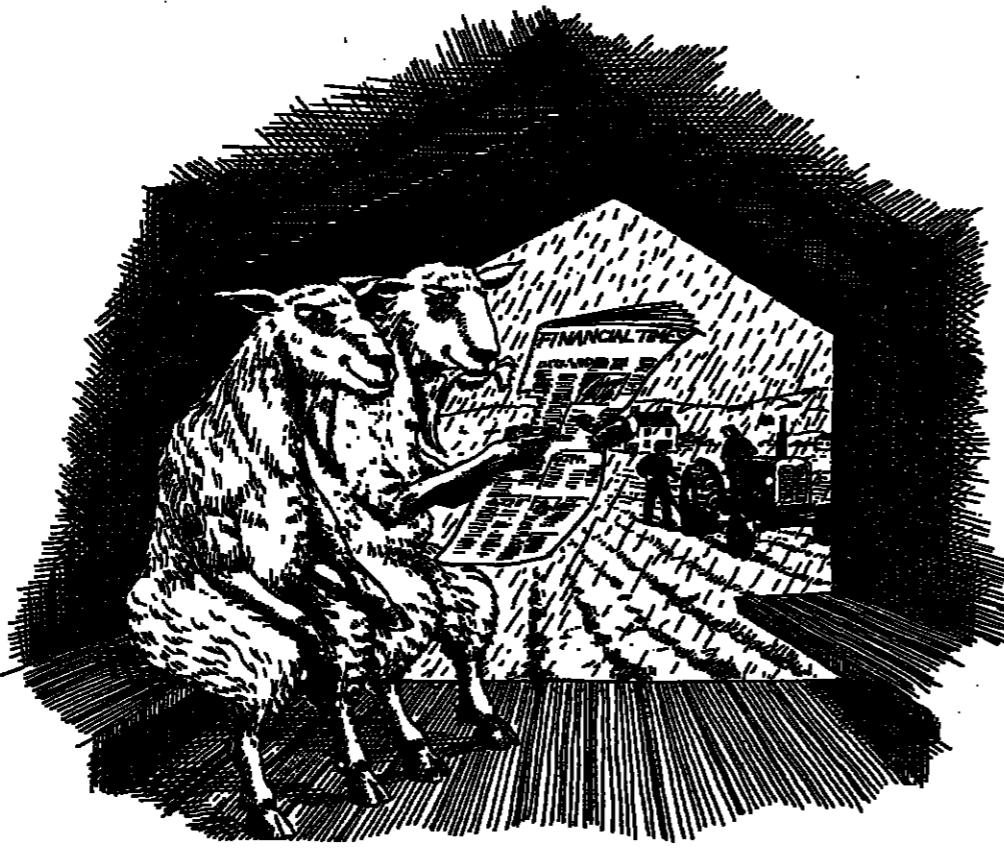
Please send me further information about Factmaster and the new FT Collection, together with an order form. Name (Mr/Ms/Ms/Ms), Position, Company, Address, Telephone.



A TRADITION OF EXCELLENCE. Financial Times Business Information Ltd. 7th Floor, 50-64 Broadway, London SW1H 0DB. Telephone: 01-799 2202

DIVERSIONS

THE STORY really starts in the late '60s, when I was back in London working as a graphic artist for this newspaper...



A Welsh retreat with a goat named Heidi

Leighton Morris's tale of self-sufficiency and his eventual return to the rat race

First we divided the land into an orchard, an acre of market garden and two small meadows. There was also a yard and a few outbuildings. The next step was to buy some animals, and because the holding was so small we decided to get small animals...

but had to borrow the special crates to collect them in. We were now all set to produce eggs, milk, cheese, and chickens and rabbits for the table. That seemed to be enough livestock, and would have been if my daughter Petra and I hadn't happened to be standing in Abergavenny market one Tuesday looking at some fluffy ducklings...

stooks to dry. Then, I am afraid, we cheated a bit. We loaded the whole lot on to our trailer, took it to a neighbouring farm and threw it into a combine harvester, as the straw came out of the other end we forked it into a trailer. We came home with six bales of straw, two bags of oats and a bag of barley. The locals thought it hilarious.

from Jack to Tom behind the tractor, later I used an antique Banford hayturner to throw the hay about. One of our neighbours did the baling for us, and I sold most of the hay to a horse dealer. It was simple enough, until one year when we committed a great folly. We had about 200 bales of hay ready and stacked in piles of eight for Tom the horse dealer to collect...

Country Notes The game's the thing

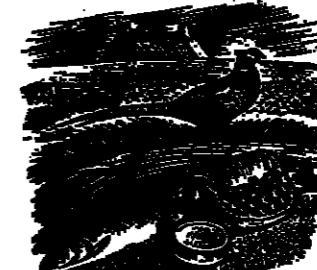
Michael Stourton on the high cost of shooting grouse and pheasant

A FRIEND said: "I've given up shooting - except grouse shooting." It was rather like saying one had given up all drink, except champagne. But the fact is that most shooters will never have seen a grouse, much less shot one. To them shooting means pheasants.

substantial lunch. The shooter must provide his own, not inexpensive, cartridges, and before leaving for home he must tip the gamekeeper, who will hand him in return a brace of pheasants with the shoot owner's compliments; across value about £1.50 each.

to hunt. They have an annual summer camp when ponies and riders undergo a solid week of instruction, with equitation games and competitions thrown in.

are the parents; especially the non-horsy ones. Occasionally they must be more tempted by a brisk but unambitious deal in horse meat than by the seemingly endless involvement with horseflesh.



The hand-reared pheasant, on the other hand, has come into its own. The bird that hails from the marshland of Hampshire is the striking, gaudy, magnificent, ubiquitous and faintly absurd game shooting emblem of the English countryside. Only a small proportion will have been bred in the wild. Most will have received at least 30 days of intensive care in a partridge population has dwindled to a pathetic level - and not only in England.

"FOR MEAT" came the unequivocal reply when, standing on the flat roof of a house in Italy, I asked the owner what the horses that we could see in every paddock were bred for.

more, 10 years, 100 per cent traffic. Numerous rosettes. Lots of potential but needs capable rider. £700 or near offer. Or "13 hands 2 inches, attractive liver chestnut, registered New Forest mare, 8 years. Loves jumping. Has driven. Very good catch, box, etc. Genuine, fun pony for knowledgeable home. \$600."

On a later occasion he took his revenge. Only realising in the morning that we had forgotten to shut up the chickens, I approached the hen house with dread. There was a fearful making in the very point of the forest had happened: a massacre. Curge lay everywhere, in a corner there was one bird just alive; otherwise the whole of our little flock was destroyed. Foxes are devilishly good killers. I returned to the house with a full feed bucket and a dreadful guilt.



Keeping their place in the pecking order?

IT MUST BE TIME FOR THE ALFRED DUNHILL SALE.



WEDNESDAY, JANUARY 4TH - SATURDAY, JANUARY 28TH. Visit Alfred Dunhill at 30 Duke Street St. James's, Burlington Arcade and 5 Sloane Street.

JUDIT POLGAR, Hungary's remarkable 12-year-old girl prodigy, stole the show again at the annual Foreign & Colonial Chess Congress this month.

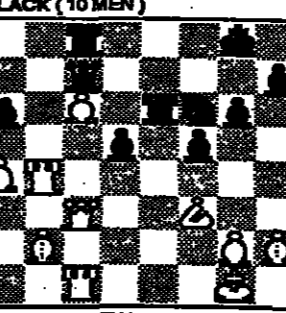
White: IM Judit Polgar. Black: IM Peter Szekely. Sicilian Defence (Foreign & Colonial Chess Congress 1988-9). 1 P-K4, P-QB4; 2 N-KB3, P-Q3; 3 N-Q4, P-F4; 4 R-F4, N-KB3; 5 N-QB3, P-QB3; 6 B-QB4, P-K3; 7 B-N3, B-K3; 8 P-B4, Q-Q.

Chess

cleverly evolved piece manoeuvres have the air of a virtuoso musician feeling for the exact note. Judit also won the championship of the prodigies at Hastings, east in the mould of Bobby Fischer.

Chess

... B-K1 fails to B-O-O when P-B4 allows 19 R-F5 mate. 17... N-K4; 18 P-R-Q ch. Kx3; 19 QxQBP, QxQ ch; 20 R-Q, R-F; 21 B-Q1, K-K2; 22 B-R5, B-N2; 23 K-K2, N-N3; 24 P-K4.



PROBLEM No. 757 BLACK (10 MEN) WHITE (10 MEN) Judit Polgar v. S.D. Singh, Foreign & Colonial Chess Congress 1988-9. Material is level, but Black threatens to win immediately by R-F4. How should Polgar (White, to play) continue?

Bridge

MY HANDS today show what happens to declarers who are finance addicts. We look first at a deal from teams-of-four:

Hand diagram showing cards for North and South in a bridge deal.

South dealt at game to North-South and opened with two spades, West overcalled with three hearts. North decided to pass, but of course raised South's rebid of three spades to four. West led the ace of hearts, but seeing his partner's three, switched to the club 10. South thought he might as well try the "free" finesse by playing dummy's knave, the queen covered and the ace won.

Drawing two rounds of trumps with ace and knave, the declarer ruffed a heart, crossed to the king of clubs and ruffed the heart queen and cut a club. Unfortunately, East had the nine and led back the 10 of diamonds, the essential card, and South finessed the queen. West had the king and the contract was lost.

E.P.C. Cotter

HOW TO SPEND IT

Watch and wait for the dish of the day

FOR ANY sensible viewer, the watchword on satellite dishes must be "wait and see."

One day the idea of multiple channels all delivering news and drama and sport and education and children's programmes and current affairs...

From February 5 satellite television will be more than just a fancy idea. On that day the first programmes from Rupert Murdoch's Sky Television will be beamed to all those farsighted/rich/daft enough to have invested in the receiving equipment.

services will not be clear until they have been running for some time. Understandably, nobody wants to reveal precise scheduling details too early for the competitors...

Eurosport. By the autumn they are promised a grand relaunch and another two channels from Sky and the first three channels from BSB (about which more below.)

an intelligent Meridian the contents of TV-am's current breakfast show in such a way that it sounded pretty impressive, yet he would still be appalled when he saw it.

man film The Colour Of Money and the SF thriller Aliens. All experience to date suggests that an early chance to see new movies is a major inducement for viewers to take new television services, even if they have to pay extra.

fuss - the programmes that will soon be on offer. Are they likely to enhance your viewing life? Will they give you hours and hours of increased pleasure?

mate descriptions currently being offered ("A treasure house of arts... sumptuous quality entertainment... Elgar to Ellington, Aristotle to Zemlinzky") that is an amazing promise, and it will be interesting to see which 12 hours this channel occupies.

BS 376 satellite, permitting use of a smaller square receiving dish (the "squared"), is planning the following channels: Galaxy: A mixed entertainment channel catering for children in the morning, women and others at home in the middle of the day, and teenagers in the early evening...

If Sky is Woolworth's venging on Marks & Spencer, BSB (British Satellite Broadcasting) is planning to be Selfridges venging on Harrods. While Sky is relying on the old PAL picture technology that we use already, BSB is going for D-MAC, a new standard which will allow those with modern television sets to get better pictures...

Your guide to the systems revolution

HAS everybody else cracked this arcane subject, or are there others out there as confused as I am? Worry not. Many of the experts are still not certain of all the implications and even the satellite TV companies can't agree on some of the technicalities.

only beam Sky Television's programmes it will also transmit programmes from some other English-language channels such as the European Business Channel and two Scandinavian channels. Eventually up to 16 channels will be beamed to western Europe, Scandinavia and the UK.

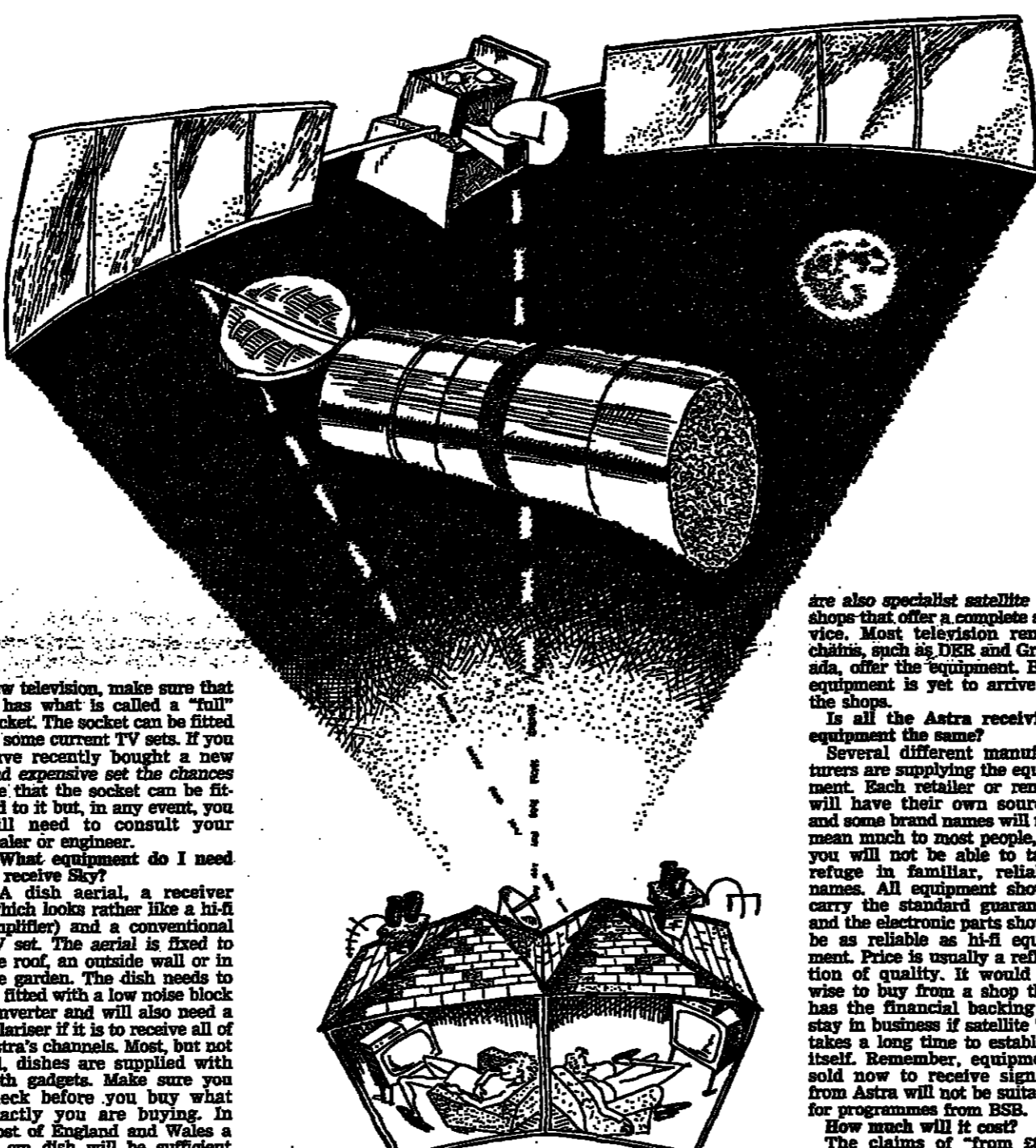
When does satellite TV come on stream? From February 5 Sky Television, a new TV company owned by Rupert Murdoch, will be beaming its programmes direct to homes which have the appropriate equipment in western Europe and the UK.

new television, make sure that it has what is called a "full socket". The socket can be fitted to some current TV sets. If you have recently bought a new and expensive set the chances are that the socket can be fitted to it but, in any event, you will need to consult your dealer or engineer.

What equipment do I need to receive Sky? A dish aerial, a receiver (which looks rather like a hi-fi amplifier) and a conventional TV set. The aerial is fixed to the roof, an outside wall or in the garden. The dish needs to be fitted with a low noise block converter and will also need a polariser if it is to receive all of Astra's channels.

Do I need planning permission for the dish? Most local councils have issued guidelines on the siting of dish aerials but do not insist on planning permission for the 60cm sets. However, you should check before installing.

And if you're still confused... Choice but is currently out of stock - new batches will arrive in early February so place your order now. £55 (plus £4.50 p & p).



Chris Duggan

From some time in September (the precise date is yet to be set) Sky will be charging £144 a year for its movie and Disney channels that come as a package. Decoders are yet to arrive in the shops and prices are unreliable.

Having bought the equipment are my annual running costs likely to go up much? The only regular extra costs will be the charges made for the subscription channels.

Will I be able to record BBC programmes while watching Sky? Yes - just as you can now record from ITV while watching BBC.

Will I need a new licence? There is a £10-a-year fee to be paid to the Government. Shops will supply the necessary forms.

much of a position to make a sensible decision as to which you would prefer. If satellite TV takes off, the price of the equipment could fall, whereas if it is a failure you could be left with a lot of expensive equipment and not much to show for it.

Will I be able to record one Sky channel while watching another? No. You will have to buy another receiver. Multi-channel receivers should be available later.

How good will reception be? If the equipment is properly installed then reception should be as good as current programmes. There could be problems during very heavy rain and snow, although no one is absolutely sure of this.

Will I be able to find out which programmes are running at what times? Murdoch newspapers will be carrying information on Sky, and there will be several new magazines on satellite TV.

Join the satellite tv revolution! New open - London's first specialist satellite tv shop, showing live programmes. Satellite tv really takes off on February 5th. Six new SKY channels next autumn.

IF YOU still feel that you would like to know more about satellite TV make a note about The Cable & Satellite '89 exhibition which is held at Olympia from March 16 - 19.

Choice but is currently out of stock - new batches will arrive in early February so place your order now. £55 (plus £4.50 p & p). A READER writes to recommend a service she has used successfully which might be of interest to others.

SINCE 1735 THERE HAS NEVER BEEN A QUARTZ BLANCPAIN WATCH. AND THERE NEVER WILL BE. LONDON Carringtons, Mappin & Webb, David Morris, Garrard, London-Hilton Jewellers, Watches of Switzerland, The Watch Gallery

SPORT

Fly-half factory faces a lull

John Kitching previews the opening of the Five Nations rugby contest

DOWN At Gwendraeth Grammar School, something has gone wrong. The West Wales school that produced fly-halves such as Carwyn James, Barry John, Gareth Davies and the now-departed Jonathan Davies has failed to supply an automatic successor for the No 10 jersey.

on the wing? Anyone who has seen his recent performances for Cambridge University and Bridgend, his home club, must have been pushed hard as it were by the uncapped Laurence Delaney of Llanelli.



Bladdyn Bowen: steps into the outside-half spot for Wales

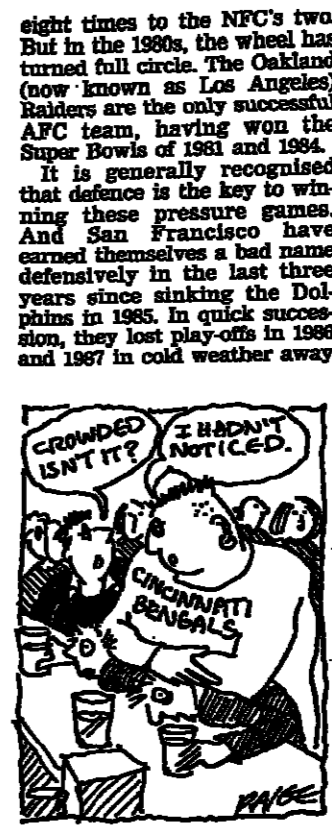
selectors have come up with a few surprises. For a start, they have recalled David Irwin, the 1983 British Lions' centre, after five years in the wilderness.

combination of man-mountain pack and pacey backs. And then there is France's secret weapon: they don't have a traditional hooker. They simply line up three gargantuan front-row forwards.

The bigger they are...

Ben Wright picks the Super Bowl winner

THERE appears to be scant evidence in favour of the Cincinnati Bengals' chances in tomorrow night's 28th Super Bowl match against the San Francisco Forty-niners in Miami's spanking new Joe Robbie Stadium.



from home, beaten 17-3 and 49-3 by the New York Giants. Last year they collapsed at home against the Minnesota Vikings.

formidable all-round balance. San Francisco's every appointment in every department has those who are clutching at straws to find any advantage whatsoever that the Bengals might have in any department.

CROSSWORD

No. 6,840 Set by GRIFFIN

Prizes of £10 each for the first five correct solutions opened. Solutions to be received by Wednesday 11th February.

A crossword puzzle grid with numbers 1 through 31 indicating starting positions for clues.

- 1 Refusing to speak about home time (6)
2 Saving pig which somehow I'd run into (6)
3 Kind, eccentric suit gets about (6)
4 Scrape time during flight (5)
5 Lovable road works expert (6)
6 Disguised vicar's back in bed (6)
7 Not out to imprison gunners here (4)
8 Stopped last broadcast by student journalist (7)
9 A dropped pay increase after Dave turned hostile (7)
10 A slight gloss (4)
11 Are lacking a file designed to give assistance (6)
12 Barged roughly round the Spanish capital (6)
13 Accountant with daring woolly sweater (6)
14 Churchgoers from French and Hungarian capitals (6)
15 Footballer pet to be put out (6)
16 Working in sets, breaking rocks (6)
17 Chap taking drink fluid to Chinese official (6)
18 Thought Johnson ideal (6)
19 Could be that or the gullet (6)
20 Dries hope and rolled oats (4)
21 Discussed being without one's new study (6)
22 She is the one Cain murdered (6)
23 Arrive at hospital in slum area (6)
24 The silly fellow's outside, getting dressed (7)
25 Dramatically reduced the wood in a toboggan (7)
26 Sticky stuff she split in a seedy bar (8)

TELEVISION & RADIO

SATURDAY

Television and radio schedule for Saturday, listing programs like 'BBC1', 'BBC2', 'LONDON', 'ANGLIA', 'BORDER', 'CENTRAL', 'CHANNEL', 'GRAMPIAN', 'GRANADA', 'NTV', 'TSW', 'TVS', 'TYNE TEES', 'ULSTER', 'YORKSHIRE', 'RADIO 1', 'RADIO 2', 'RADIO 3', 'RADIO 4'.

SUNDAY

Television and radio schedule for Sunday, listing programs like 'LONDON', 'ANGLIA', 'BORDER', 'CENTRAL', 'CHANNEL', 'GRAMPIAN', 'GRANADA', 'HTV', 'TSW', 'TVS', 'TYNE TEES', 'YORKSHIRE', 'RADIO 1', 'RADIO 2', 'RADIO 3', 'RADIO 4'.